Board of Trade Journal

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Front cover photograph

Sheeting an export order for lightweight printing paper at Kearsley Paper Works, Stoneclough, near Manchester, where these high quality papers are made by Robert Fletcher and Son Ltd. The photograph shows a sheet cutter. The sheets of paper have already passed the revolving cutter blade and are being conveyed on tapes to a lay-by in the foreground, where they are stacked. Subsequently the sheets are palletized ready for shipment and a loaded pallet is shown to the left of the more distant figure.

Robert Fletcher thin opaque printing papers have proved to be well suited to the requirements of overseas printers and are being sold in increasing quantities abroad. They are also widely used for publicity and other material which has to be sent abroad and where it is necessary to cut down on bulk and weight to save distribution costs.

Index to Statistics published regularly in the Board of Trade Journal

A = annually; **M** = monthly; **Q** = quarterly; **6-M** = every six months.

Title	*Last published*
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	14 Jan. 1970
Mileage and traffic (A)	9 July 1969
Trade by air (6-M)	22 Oct. 1969
Balance of payments:	
Trends in invisible transactions (Q)	10 Dec. 1969
UK balance of payments (Q)	10 Dec. 1969
Bankruptcy orders (A)	12 Nov. 1969
Business names registered (A)	7 Feb. 1969
Capital expenditure:	
Distributive and service trades (A)	7 Mar. 1969
Industry's capital expenditure (Q)	21 Jan. 1970
Industry's investment intentions (3 times a year)	21 Jan. 1970
Manufacturing industry. Census of production (A)	31 Dec. 1969
Catering trades turnover (M)	14 Jan. 1970
Chemical industries production (6-M)	This week
Companies:	
Acquisition and mergers (Q)	5 Nov. 1969
Income and finance (Q)	10 Dec. 1969
New companies registered:	
Gt. Britain (M)	21 Jan. 1970
N. Ireland (M)	This week
Computers:	
UK computer market (Q)	22 Oct. 1969
Construction work overseas (A)	15 Oct. 1969
Credit:	
Instalment credit business (M)	14 Jan. 1970
International trade credit (A)	3 Sept. 1969
Electronic industry:	
Electronic capital equipment deliveries, research and development (Q)	5 Nov. 1969
Engineering and electrical goods:	
Deliveries of certain products (Q)	7 Jan. 1969
Production exports and orders (M)	This week
ECGD business (Q)	3 Dec. 1969
Film industry:	
British Film Fund Agency returns (M)	14 Jan. 1970
Cinema admissions and takings (M)	14 Jan. 1970
Film rentals charged to exhibitors (A)	3 May 1969
Overseas payments and earnings (A)	5 Nov. 1969
Registration of films (A)	24 Jan. 1969
Trends in film going (A)	16 July 1969
Food:	
Consumption levels (A)	30 July 1969
Household consumption (Q)	29 Oct. 1969
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Foreign trade:	
Commonwealth trade	7 July 1968
EFTA trade (Q)	17 Dec. 1969
Trends in export of manufactures (A)	17 Sept. 1969
Industrial countries trade and production (Q)	5 Nov. 1969
Foreign trade of the UK:	
Direct orders (A)	3 Sept. 1969
Unit value and volume index nos.	7 Jan. 1970
Value of overseas trade (M)	21 Jan. 1970
Value of overseas trade: analysis of trends (Q)	19 Nov. 1969
Gold and convertible currency reserves (M)	7 Jan. 1970
Hairdressing trades turnover (M)	14 Jan. 1970
Hire purchase:	
Assets and liabilities of finance houses (Q)	19 Nov. 1969
Business (M)	14 Jan. 1970
Industrial buildings (Q)	This week
Industrial development certificates approved (Q)	25 April 1969
Industrial development certificates refused (A)	9 July 1969
Industrial production:	
Index nos. (M)	This week
N. Ireland index (M)	This week
Insurance companies:	
Assets (A)	30 July 1969
Transactions (Q)	24 Dec. 1969
Investment and earnings overseas (A)	9 May 1969
Laundries and dry cleaners turnover (M)	14 Jan. 1970
Machine tools, deliveries and orders (M)	24 Dec. 1969
Man-made fibres:	
Analysis of production (A)	4 April 1969
Analysis of production (Q)	5 Nov. 1969
Production (M)	14 Jan. 1970
Motor industry:	
Car and commercial vehicle production (M)	14 Jan. 1970
Motor trades turnover (M)	14 Jan. 1970
Office development permits (Q)	12 Nov. 1969
Partnerships registered (A)	7 Feb. 1969
Pension funds:	
Assets (A)	30 July 1969
Trends in private pension funds investment (Q)	24 Dec. 1969
Retail prices index (M)	This week
Retail trades:	
Index nos. (M)	14 Jan. 1970
N. Ireland index (M)	This week
Royalty transactions (A)	14 May 1969
Shipping:	
Movement at UK ports (M)	This week
Nationality of vessels in UK sea-borne trade (A)	7 Jan. 1970
Stocks:	
Distributive and service trades (A)	7 Mar. 1969
Industry's stocks (Q)	21 Jan. 1970
Manufacturing industry. Census of production (A)	31 Dec. 1969
Retail (M)	14 Jan. 1970
Television:	
Overseas payments and earnings (A)	5 Nov. 1969
Textiles:	
Clothing and textile orders and deliveries (M)	This week
Cotton production (M)	This week
Wholesale houses sales (M)	This week
Wool exports (Q)	19 Nov. 1969
Wool output (M)	This week
Tourism:	
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UK tourist traffic (M)	3 Dec. 1969
Wholesale prices:	
Average prices of selected commodities (A)	21 Feb. 1969
Index nos. (M)	21 Jan. 1970

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Subjects	*Last published*
Board of Trade addresses	13 Aug. 1969
Board of Trade regional organization	1 Oct. 1969
British Commercial representatives overseas	14 Jan. 1970
Customs notices of interest to exporters	14 Jan. 1970
Directory of Board of Trade departments and their work	29 Mar. 1968
ECGD local offices	23 July 1969
Half-yearly index – Jan.-June 1969	30 July 1969
Official Receivers' offices	21 June 1969
Programme of trade promotions	5 Nov. 1969

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Transformation scene

Road improvement is just one of the many ways in which the infrastructure of the Development Areas is being transformed to serve the new growth industries now springing up.

In the North-East the final section of the Durham Motorway is to be opened soon, and will form part of the South approach link to the new Tyne Tunnel. The second Mersey Tunnel is under construction and link roads will improve access to the rest of the North-West and the nearby M.6. The M.74 and dual carriageway A.74 now connect the main industrial centres of Scotland to links with the national motorway system. There is already a Wales-Midlands motorway link, and the completed Severn Bridge with approach roads forms part of the planned London-South Wales motorway.

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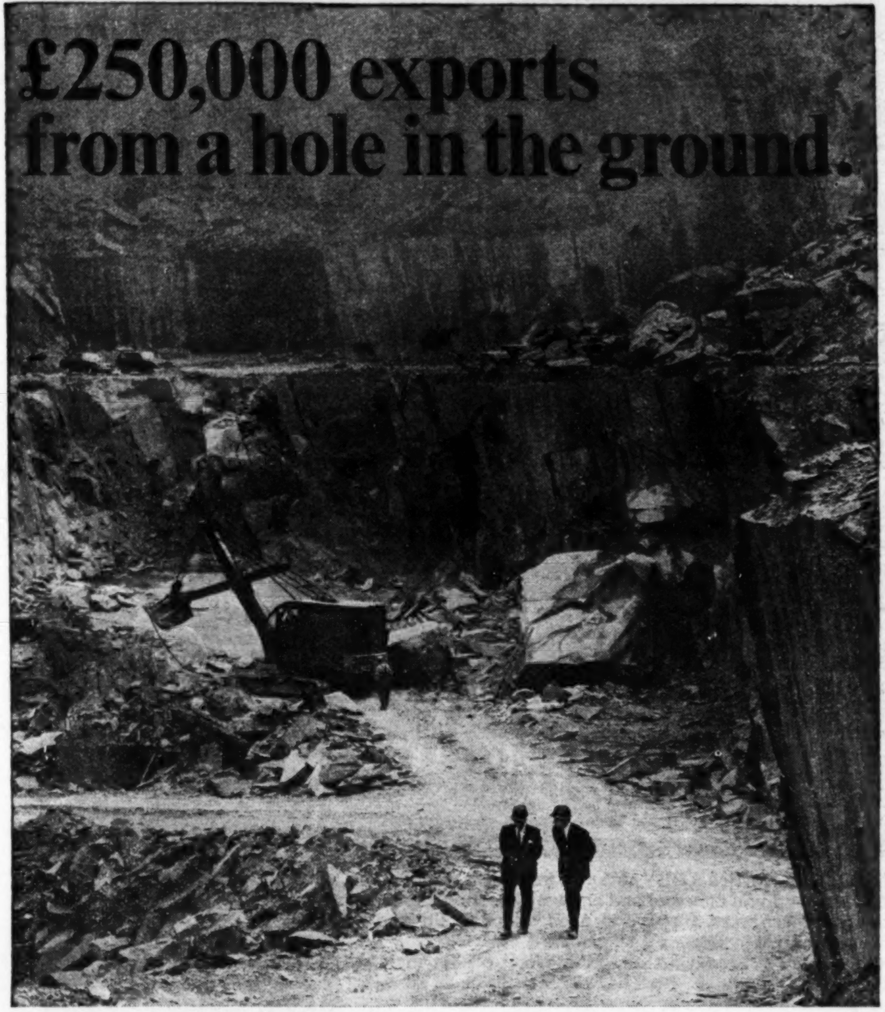
£250,000 exports from a hole in the ground.



Whatever your product, you'll find growth markets overseas. This is the view of managing director David W, whose marketing company has revived a pre-1914 tradition of large-scale slate exporting. We talked to him at a slate quarry in Furness.

Interviewer: What are the outlets for slate these days?

David W: Mostly roofing and flooring, and facing for churches, office blocks, underpasses, any kind of largish construction. Insulating switchboards is another application, and many new ones are on the way. We think slate granules have an interesting future on roofing felts. Almost all our export slate is going for building.

Slate is expensive to ship. Was this why the export trade died?

David W: The very high labour content for loading killed exports after 1914. When we began looking at exporting again in 1965, we designed a special collapsible loading box. That, combined with new methods of mechanical loading, put the thing back on a viable basis.

What made you re-start exporting in 1965?

David W: The economic doldrums at home, and a shortage of slate in France.

You started there, but now you've expanded into other markets?

David W: We're also selling in Denmark, Holland, Germany, Iceland — and now U.S.A., which has very big potential. We were up to £250,000 overseas last year, and we think we can double that in time.

How do you develop a new market?

David W: We get help from the British Embassies and we appoint an agent.

Has your ECGD cover helped you expand?

David W: We very soon found we needed this. Each cargo we ship is worth around £20,000 and we often have two cargoes outstanding. If a customer defaulted we'd be in bad trouble. We also plan to use the ECGD comprehensive bank guarantee so that we can raise bank finance for exports at Bank Rate. It's expensive building up export markets. We're very glad of this help through ECGD.

Are you optimistic about the future?

David W: In this trade you take the long view. The first shipment of slate from this quarry was in 1688. Its peak production year was 1863. With a lot of effort, we might begin to approach that size of output again in the nineteen-seventies.

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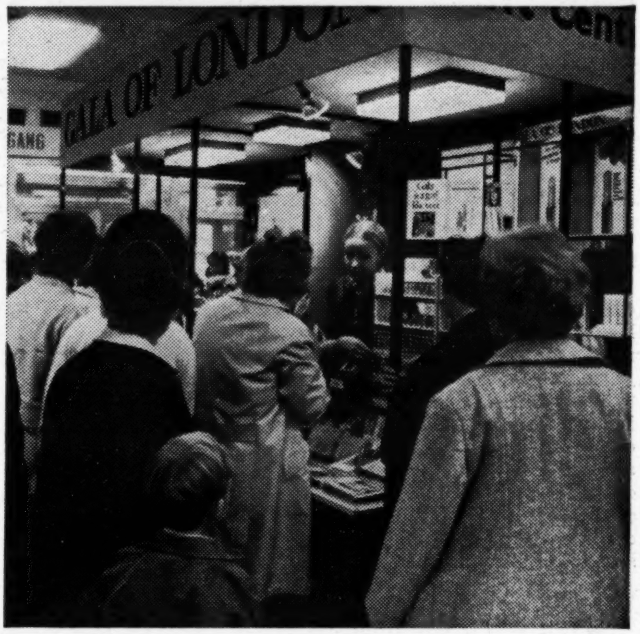
CAC 104

Sales in Austria—success and promise

By R. E. Gamble, First Secretary (Commercial), British Embassy, Vienna

The following report from the Commercial Department of the British Embassy, Vienna, underlines the deep and lasting impression made by the British Week last October, and says that given the favourable conditions that now exist – common membership of EFTA, tariff and exchange advantages, and the impulse set up by the State Visit and the British Week – there should be every encouragement for manufacturers who are able to do so to make an effort in Austria now.



Left: Lord Brown, Minister of State, Board of Trade, examines some of the high quality British fabrics, which sell so well on the Continent, on display during British Week in Vienna. Right: British consumer goods were in great demand during British Week.

BRITISH EXPORTERS should not ignore Austria, often regarded as a small remote tourist country, as being of little commercial interest. In our opinion and in the view of a number of firms who have broken into the market in recent years, the tendency too often is to credit it with lower potential than it in fact deserves.

The Austrian scene

Many businessmen who have come to Austria since she became a partner of Britain in EFTA, whether independently or in organized missions or as participators in the recent successful British Week, have come to know better the characteristics of the Austrian economy. They have discovered that she is a remarkably stable and largely industrial country. They have discovered that her inhabitants enjoy a rising standard of living, with personal incomes rising twice as fast as prices and with generous social welfare services; that there is little unemployment and that there are very few strikes; that she has a firm, hard currency and healthy reserves; that there is a steady growth in production, a strong export position, and a regular balance of payments surplus. They could see such conditions as almost a textbook description of prosperity, with no apparent problem in maintaining full employment and stability during growth.

Looking a little deeper, they may have found that it is not quite the economic paradise which it seems. They may have discovered that there are underlying structural difficulties which threaten the future. There is no real capital market. There are too many small firms, there is too little concentration on speciality offering lower unit cost through economy of scale. There is insufficient research and development, and the brain drain is becoming serious. Many of the state-owned heavy industries lie in the doldrums awaiting a wind of change.

Business prospects

These factors, coupled with Britain's current favourable commercial stance vis-a-vis the market, offer an unprecedented opportunity for our exporters to do business. How does this come about?

During 20 years of coalition government, when political issues and a basic reconstruction were the dominant problems, any moves to make far reaching changes in the structure of the economy were largely stillborn. The emergence in 1966 of a single-party government gave both impulse and means to put things right. Both the government and opposition parties produced plans to reshape economy to meet the challenge of future competition, and a start has been made with the introduction of legislation.

Mergers, rejuvenation and construction

The government has given incentives towards the merging of firms into larger units, and towards investment in modernization. In the field of public investment, a number of capital projects have been agreed upon, including a first nuclear power station, an underground system for Vienna, a new oil refinery, gas and oil pipelines, chemical plant, hospitals, motor ways, civil aircraft and a good deal more.

The Austrian export programme

Although the rise in investment will slow down the rate of

(Continued on next page)

SALES IN AUSTRIA – SUCCESS AND PROMISE, *continued*

increase in exports, the export level will remain high. There is and will be considerable scope for British manufacturers to take advantage of this in the supply of components, especially where they can offer new developments or research-intensive products. A further interesting facet of the Austrian export position is the favourable relationship the country enjoys with Eastern Europe, at government level by virtue of her political neutrality and at the commercial level because of residual geographical and ethnic links with the countries of the old Austrian-Hungarian Empire.

Research and development

It is now widely recognized that this has been inadequate, and leading people are discussing ways in which it can be intensified. There is no lack of human capacity: Austrian engineers are of high quality, and, since they enjoy a wide reputation, they constitute a good proportion of the current brain drain. The present combination of good engineer capacity and inadequate research should offer good chances for local establishment of subsidiary companies, for manufacture under licence, and for the sale of techniques. We also believe that although there is as yet little demand for a foreign consultancy, there could be considerable scope for this if the idea of reliable second-line expertise to back up local practitioners could be implanted.

Rising living standards

Normally this can be expected to give rise to expansion of sales of consumer goods and durables. In Austria, where there is a high level of personal saving, this is at present less marked than might be expected. This should change sharply as the younger generation reaches maturity in conditions where it is more subject to foreign influence and less bound by tradition. Surplus income is more likely in the short term to strengthen the demand for durable consumer goods of a prestige character and for services and entertainment. Apart, therefore, from opportunities for the direct sale of consumer goods, it may be expected to lead to extensive building programmes, hotel growth, more garage and car repair facilities, expansion of radio and TV services, and similar developments.

Why from Britain?

We are partners with Austria in EFTA, enjoying a tariff advantage in most industrial goods over non-EFTA competitors. Within EFTA, we are the most comprehensive producer country. Hitherto Austria has drawn a high proportion of her imports, £421 million worth in 1968 representing 42 per cent of the total, from one country, Western Germany, who in 1968 supplied 57 per cent of Austria's imports of machines and vehicles, 51 per cent of other finished goods, 48 per cent of chemicals. Now, with West German revaluation, these are likely to become dearer This is one good reason for many importers to consider alternative sources of supply, in many cases Britain. But it is not the only reason. Many leading Austrians consider it unwise, for both political and economic reasons, for Austria to be so largely bound to one trading partner, and are anxious to broaden the field of foreign trade.

A British year

Britain and the British and British goods are better known and understood than ever before. The British have long been familiar figures in tourist areas. Since the EFTA agreement they have been more in evidence in the business world. But in 1969 a special and deep impact was made. In May HM The Queen with the Duke of Edinburgh and Princess Anne paid a State Visit to Vienna and visited some of the provinces. They were most warmly received and the Visit did a great deal to strengthen the relationship between the two countries. In October there was a full-scale British Week in Vienna, with a strong commercial sales drive in the shops supported by cultural events, exhibitions, and traditional popular manifestations. It was a resounding success because it was carefully prepared and Vienna was ripe for it. Sales of British goods boomed in the stores and were prominently sold in well over 1,000 other shops. Many had increased their buying of our products by 100 per cent and more. Three trucks and 52 saloon cars were sold directly from the Motor Show and hundreds of serious inquiries were made. At the central display of consumer durables immediate sales in the Week amounted to £71,000 with prospects of further business at a considerably higher level. Record numbers of people visited the exhibitions, and 10,000 people turned up on the last evening at the farewell ceremony. It made a deep impression and will remain a talking point for many months. Not only that: this thrust into the market shows signs of permanence. Even now well after the event, British goods are more visibly on the market than ever before. All this provides an excellent basis for further penetration of the market.

Industrial supplies

The British Week has given Austrians a new awareness of our existence, of our characteristics, and of our capacity to create a closer working relationship with them, not least in the commercial field. This atmosphere has effects far beyond consumer sales, and can be expected to be of benefit to us too in the field of industrial supplies. It is perhaps a combination of this new awareness together with the effects on prices of revaluation in the Federal Republic of Germany and the tariff advantage we have over non-EFTA competitors, that from the Austrian side there has been a marked increase in inquiries about possible new sources of supply in Britain. In the month of November alone the Commercial Department received 34 serious requests for offers to supply producer goods including lifting platforms, vehicle parts, car repair equipment, diesel engines, pumps, ointment-making machinery, latex, packaging machines, wires, cables and tubes, brass sheets, fittings for industrial refrigerators, laboratory equipment and presses.† On Britain's side, we have recently submitted offers for the supply of nuclear plant, for tunnel linings for the Vienna Underground and for civil aircraft. On the industrial front, a nucleus of companies has already indicated their intention to take part in the British Engineering Week (Austrian title 'Symposium der Britischen Technik und Industrie') which is to be held in Vienna from June 1-5, 1970. This event, which will offer British industrial suppliers a timely and useful introduction to executives of Austrian manufacturing companies, is being organized by Mr. Sam Black of the London Chamber of Commerce, with the full co-operation of the Board of Trade. British firms who have not already noted this event and are interested should contact Mr. Black as soon as possible.

The growth of trade

Britain reached £40 million in sales of goods to Austria in 1966, and £50 million in 1968. In 1969 we passed the £60 million mark. Britain's trade with Austria has, therefore, already been expanding well. It has, however, by no means, reached the level it could reasonably expect to attain. We are at present supplying one sixth of the amount being supplied by the Federal Republic of Germany and only one sixteenth of Austria's total imports. An increase in our share of imports from 6 per cent to only 10 per cent would bring our export figure to £100 million per year.

The events of the past year have clearly demonstrated to British exporters that Austria can no longer be regarded as a small tourist country of little commercial interest, and that on the contrary, the newly awakened consciousness of British products presents them with a potentially valuable and growing market, if the impulse engendered during 1969 is not allowed to subside.

† Another indication of this interest is that the Technical University of Vienna have told us that they propose to send a party of teachers and students to Britain to study the manufacture and uses of electronic equipment.

Government Publications

required by customers in Scotland may be obtained quickly from
Her Majesty's Stationery Office, 13a Castle Street, Edinburgh, 2

'South East Asia is a thriving, fast-developing market for Britain'

—THE PRESIDENT

Photographs taken during the visit of Mr. Roy Mason, President of the Board of Trade, to Thailand and the Philippines. Left: the President shaking hands with Sir Neil Pritchard (right), British Ambassador in Bangkok. Right: the President with Mr. John Addis, British Ambassador in Manila.

THE CLOSE ECONOMIC LINKS between Britain and South East Asia were emphasized by Mr. Roy Mason, President of the Board of Trade in speeches made at Singapore and Kuala Lumpur at the close of his South East Asian tour. The President, who returned to this country on January 18, spoke of the creation of a section of the Board of Trade to concentrate specifically on the South East Asia area and also of the possibility of more joint ventures in which Britain could supply the techniques and machines and South East Asian countries the skilled manpower, enterprise and raw materials.

Speaking at the Singapore International Chamber of Commerce on January 15, Mr. Mason said that previous Presidents of the Board of Trade had not been able to give enough time to exports and to trade. All they could manage was 30 per cent of their time. 'I shall be giving at least 70 per cent of mine to it', he said. 'The other 30 per cent to my other Government duties. That means that I shall make much more time to visit firms in the United Kingdom, to tour the markets for them abroad to search out the weaknesses – and the strengths – of all our efforts in the overseas markets.'

The President said that he was able during his visit to South East Asian countries to correct some of the false impressions existing about Britain. 'A country which exports annually over £7,000 million worth of goods cannot be a nation of idlers' he said, 'nor a nation living in the pageant and glory of the past. Nor are we all "swingers", "hippies" or any of the other so-called "in" phrases ... we are a nation prepared to buckle down to the task in hand in this technological era'.

Mr. Mason referred to the improved balance of payments surplus and emphasied 'The turn round in our position is no miracle. It has been possible because, given the right circumstances, British science and technology are still sought after by our overseas customers. British reputation for quality and service is good. British prices and credit facilities are extremely competitive and British workers are by no means afraid of hard work.' Britain, he said, was also keen to join the European Common Market if the terms were acceptable. Our entry would have considerable expansionist effects on world trade and development and all trading nations, including those in the Commonwealth, would benefit.

'At home', continued the President, 'the Board of Trade and the British National Export Council have been hard at it, devising ways of improving our organization for export promotion. One of the features of a reorganization plan I shall be announcing shortly has been to create a desk to concentrate specifically on the South East Asia area.

'We shall have men specializing in countries like Singapore, Malaysia, Thailand and the Philippines – countries in which we already sell £138 million worth of goods. Countries with a total population of 100 million. A thriving, fast-developing market which I mean to see that Britain does not neglect'.

Since he had arrived in Singapore, said Mr. Mason, he had learned that in 1969 British exports to that market had risen by about 25 per cent. 'This is an outstanding performance,' he said. 'It is proof that we mean business. For it means we have arrested the decline in our share of the market.'

The President recalled the number of British businessmen going to Singapore on their own or with official assistance and the Engineering Weeks held by the London Chamber of Commerce. He confirmed that the British electrical industry would be holding a regional symposium in Singapore next December and reported that the Economic Development Board was currently examining proposals for 20 projects involving British firms, ranging from heavy engineering to electrical plant. 'Now I promise you on my return to London, I shall do everything possible to encourage many more British businessmen to come and see for themselves what Singapore has to offer', he said.

Turning to investment in Singapore, Mr. Mason said that this was not in any way restricted although fairly strict controls over

(Continued on next page)

SOUTH-EAST ASIA, *continued*

investment in other parts of the world had been imposed. In Singapore there were about 40 manufacturing operations in which British firms held a substantial interest. 'In the last 12 months, several major British companies, long established in Singapore, have displayed their confidence in its future stability by embarking on major expansion schemes. These are companies of the stature of ICI, British Petroleum, Shell, British Oxygen and Lever Brothers.

'In a few days time Lever Brothers' new factory at Jurong is to be officially opened by Dr. Goh Keng Swee, your Minister for Finance. It took only just over a year from Lever's decision to build a factory in Singapore to the moment when the first tin of margarine was filled. As many of you will no doubt see next week, most of the factory equipment is British. This is a fine example of what can be achieved by co-operation between our two countries.'

British aid to Malaysia

The President enlarged upon his theme of the inter-dependence of British and South East Asian trade in a speech at Kuala Lumpur on January 16. 'How can a great trading nation like Britain ... ignore or withdraw from a thrusting, dynamic part of the globe like this?' he asked, and reminded his audience that 'while in 1968 we exported to Japan, supposedly the big market in Asia, £95 million, we were doing far better trade with your country and your neighbours'. With Malaysia, Singapore, Thailand and the Philippines combined, British total exports in the same period totalled £138 million.

'And who today dares to forecast what this market will be worth in 1980?' asked Mr. Mason. 'Ten years from now, the population fast increasing; with industrialization moving apace; with mineral and rubber developments; with the wider application of modern techniques – no businessmen will dare to be a stranger to the area'.

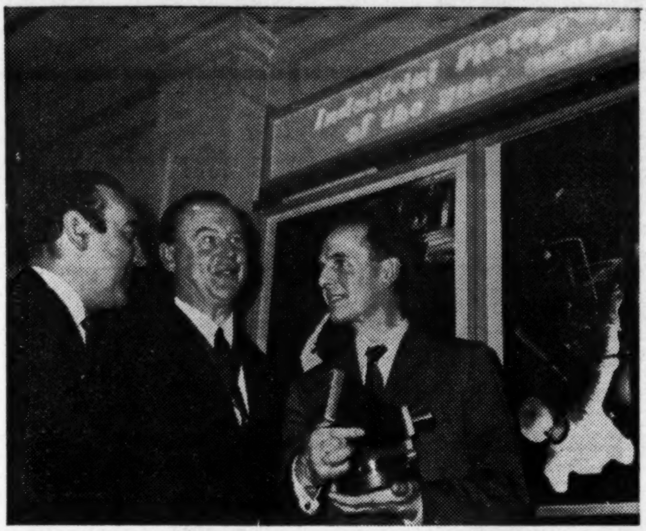
The President expressed his interest in the diversification of Malaysian agriculture; in the building up of her new young industries; the development of her mineral prospects and of new rubber processing techniques.

Speaking of the possibility of greater investments abroad, the President said: 'It is not too early to talk of more joint ventures in which I have been most interested on my South East Asian tour. There must be many possibilities in Malaysia in which Britain can provide the technical know-how, the techniques of modern managements and the machines. And in which you can provide the skilled manpower, the enterprise and the raw materials. This is the way in which you can build up with us – export industries upon which the future of Malaysia and your people must ultimately depend.'

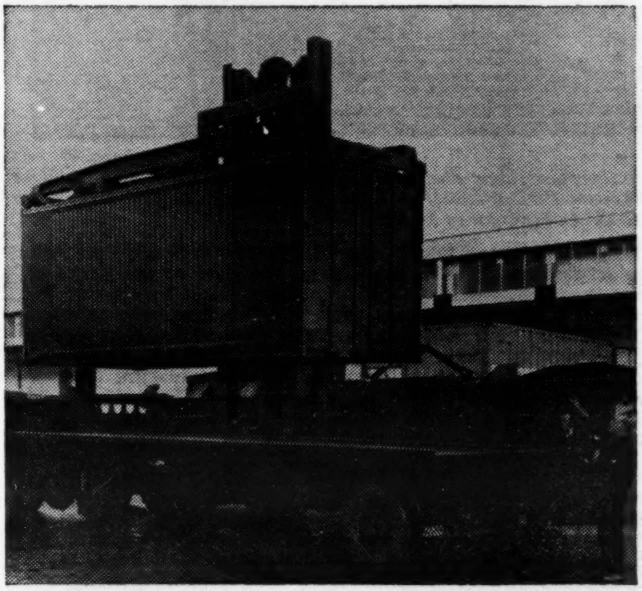
'I don't mean joint ventures in which we seek economic domination' emphasized the President. 'Britain has a long record – and may I say it – an honourable one – of helping the developing nations of the world. We seek no economic domination of this part of the world. Only a true trading partnership.'

Giving examples of Britain's aid to developing countries, the President referred to such projects as factories for processing smallholders' rubber and Federal Land Development Authority projects; support to the Malaysian Agricultural Research and Development Institute; the appointment of a consortium of leading British firms to conduct a survey of South-East Johore; British consultant work in the construction of new wharfs at Port Swettenham and the Penang Water Scheme project.

'And I pledge' concluded Mr. Mason, 'that on my return to Westminster I will do all in my power to encourage British businessmen, British investors and above all British initiative to play its part in the Malaysia of the 1970s and 80s'.



Mr. Roy Mason, President of the Board of Trade (left) admires some of the exhibits at the Financial Times *Industrial Photography Award luncheon in London on January 22. Mr. V. T. Samson, National president of the Institute of Incorporated Photographers is in the centre, and on the right is Mr. Alan Marshall, industrial photographer of the year, holding his award. Mr. Mason said: 'Where impact is required, one good photograph is worth a thousand words. The photographic awards should do a lot to make management more aware of how much really good pictures can do to promote sales at home and abroad.'*



Adamson & Hatchett Ltd., the Cheshire engineering firm which is part of the Acrow Group, is to supply 100 steel containers to the SSI Container Corporation of America for use within Europe. The order is worth nearly £50,000. Picture shows one of the containers being off-loaded from an Adamson 30 ft. trailer at Containerbase, Manchester.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Mrs. Dunwoody at Anglo-Israel chamber luncheon

MR. ISRAEL GAL-EDD, Director General, Israel Ministry of Development, was the speaker at the Anglo-Israel Chamber of Commerce members' luncheon in London on January 21, attended by Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade.

The chairman, Sir Henry J. d'Avigdor-Goldsmid, Bt., introducing Mr. Gal-Edd, took the opportunity to pay a tribute to Mrs. Dunwoody. He also referred to the valuable advice available from the Board's Commercial Relations and Exports Division and the Board's booklet on visiting Israel in the 'Hints to Business Men' series. People in this country were beginning to realize that good business could be done with Israel – there had been a good result, for example, from the Engineering and Scientific Exhibition held in Tel Aviv and attended by Lord Brown, Minister of State, Board of Trade.

Mr. Gal-Edd spoke about the economic and industrial growth in Israel, particularly in relation to the development of natural resources and with special emphasis on chemicals. He produced some telling statistics to demonstrate these trends.

Mr. Gal-Edd told of problems which had been overcome and mistakes eradicated; gave case histories of British firms which had gone to great lengths to study the market in Israel and, in consequence, had won valuable markets there; considered that some thought should be given to shipping and transportation, especially of chemicals and acids in bulk; and looked for increasing investment and trade between Britain and Israel.

Export Guarantees and Payments Bill

THE TEXT of the Export Credits Guarantee Department's Export Guarantees and Payments Bill was published on January 21 and the debate on the Second Reading is expected to take place shortly.

The Bill makes three changes in the Statutory authorities under which the Export Credits Guarantee Department currently operates (the Export Guarantees Act 1968).

Clause 1 raises the limits to the liabilities which ECGD may incur: the limit for current liabilities on 'commercial' account (business recommended by the Advisory Council) is raised from £2,400 million to £4,000 million; and similarly the limit on business undertaken 'in the national interest' is raised from £1,500 million to £2,500 million.

Clause 2 removes a restriction on ECGD's powers to 'make arrangements for facilitating payments due under export contracts' – in practice, to make tied loans for the purchase of British goods. Previously such loans could be given only for the purpose of 'rendering economic assistance' to the country concerned (a function now assumed by the Ministry of Overseas Development); the Bill removes this limitation so that in future loans of this sort may also be made for the purpose of encouraging exports.

Clause 3 gives ECGD powers to make payments to reduce the cost of interest payments under specified export contracts, from money voted for this purpose by Parliament.

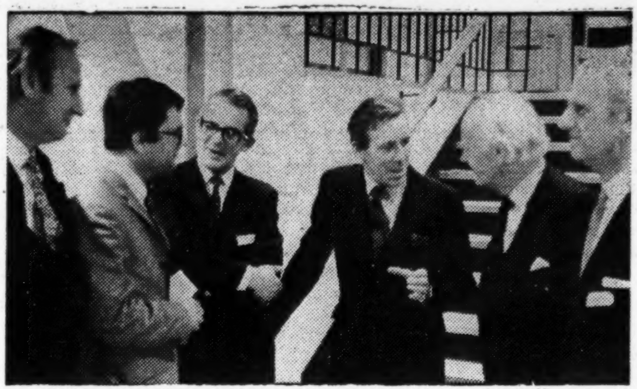
Clauses 4 and 5 are formalities, Clause 4 winding up a Fund originally used in the mechanics of tied loans.

BNEC Asia announce record exports to Japan

THE BRITISH National Export Council announced on January 21 that British exports to Japan during 1969 reached a record figure of nearly £125 million. This is an increase of almost £30 million.

Commenting, Mr. Michael Montague, chairman BNEC Asia Committee, said: 'These figures are very encouraging. The large increase shows that the efforts made by industry, BNEC and government departments over the past two years are beginning to have their effect. The British Week in Tokyo held in September was a major success and a considerable proportion of this growth in exports must be linked with this promotion and its side effects.'

Mr. Montague announced that to help maintain Britain's expansion in trade with Japan he had reformed the Japan Trade Advisory Group and had strengthened the committee by increasing the capital goods manufacturers representation. The chairman of the new committee is to be Mr. Geoffrey Nichols, chairman and managing director of Rotaprint Limited.



A reception was held at the Design Centre in London recently to mark the 21st anniversary of Design *magazine, published monthly by the Council of Industrial Design. From left to right are: Mr. John Blake, deputy head of CoID's Industrial Division and editor of the magazine from 1960 to 1967; Mr. Corin Hughes-Stanton, current editor; Mr. Michael Farr, editor from 1952 to 1959; the Earl of Snowdon, editorial adviser; Sir Paul Reilly, director of the CoID, and Mr. Alec Davis, who was editor from 1949 to 1952.*

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by February 11.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.38	Cobaltous sulphate	Cobalt sulphate	December 31, 1970	13379
29.22	4 - Cyclohexylamino--diphenylamine	N. cyclohexyl N^1 phenyl paraphenylene-diamine	December 31, 1970	13368
	4 - Nitrosodiphenylamine	As in previous column	December 31, 1970	13378
29.35	4′ - Fluoro - 4 - [4 - (2-pyridyl) piperazin-1-yl] butyrophenone	4′ - fluoro - 4 - [4 - (2-pyridil)-1- piperazinyl] butyrophenone	December 31, 1970	13374
	2, 6-Dimethyl-4-*n*-tridecylmorpholine	N-Tridecyl-2, 6-dimethylmorpholin	December 31, 1970	13376
29.36	Sulphaquinoxaline	As in previous column	July 2 1970	10936
39.03	Cuprammonium - regenerated cellulose in the form of sheets weighing not more than 18 grammes per square metre or in the form of lay-flat tubing also weighing, when slit, not more than 18 grammes per square metre	Regenerated cellulose film	December 31, 1970	10767

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 437, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext.* 2653/6) *and not to HMSO.*

Application to extend duty drawback arrangements for imported sugar

THE BOARD OF TRADE are considering an application to extend the duty drawback arrangements for imported beet and cane sugar used in the manufacturing of certain goods for export. Drawback of import duty is at present allowed on imported beet and cane sugar if the polarisation exceeds 99 degrees (if qualifying for Commonwealth Preference) or 98 degrees in other cases. The present application seeks to extend drawback to sugars of any polarisation when used in the manufacture of the following goods for export:—

a. Biscuits (other than chocolate biscuits), cake mixes, puddings and pudding mixes.

b. Chocolate.

1. Block couverture, bakers' covering compounds, granulettes and other chocolate for further manufacturing purposes.
2. Chocolate, chocolate confectionery, sugar confectionery containing cocoa and chocolate biscuits.

c. Cocoa powder, sweetened, and drinking chocolate.

d. Condensed milk.

e. Fruit, fruit peel and fruit juice preserved with sugar, bottled or canned, or drained, glace or crystallised; jams, lemon curd, fruit jelly preparations, marmalades, mincemeat, fruit puree and fruit pastes, containing added sugar.

f. Soft drinks, unconcentrated or concentrated; powders for such drinks; sweetened flavouring syrups and concentrates.

g. Sugar confectionery, not containing cocoa.

h. Vegetables with added sugar, bottled or canned.

Any interested party wishing to support or oppose this application should do so in writing to the Board of Trade, Tariff Division, 2 Central Buildings, London SW1 not later than February 10, 1970.

Application for removal of import duty on certain bleached cotton linters

THE BOARD OF TRADE are considering an application for the removal of the import duty on certain bleached cotton linters, defined as follows:

> 'Not containing more than 1 part per million by weight of copper, 4 parts per million by weight of iron, or 10 parts per million by weight of silica, and not yielding, on ignition, more than 0.02 per cent by weight of ash, determined in each case by reference to the dry weight of the linters plus 8.5 per cent moisture regain'

ex-tariff sub-heading 55.02 (B).

A statement of the applicant's case will be made available to interested parties who give an undertaking to treat the information contained in the statement in strict confidence. Requests for the statement, together with an undertaking in these terms, should be addressed to the Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, not later than February 20, 1970.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing to the Board of Trade at the above address. Such representations in summarized form and without attribution to source may be passed to the applicant for comment. Those making the representations should stipulate any particular points which they do not wish to be disclosed.

Ferro-chromium: Import licence amendment

THE BOARD OF TRADE Open General Import Licence of December 20, 1966 has been amended by Amendment No. 14 which came into operation on January 7, 1970.

Amendment No. 14 replaces Amendment No. 3 to the Licence which came into operation on August 8, 1967 and first introduced Individual Import Licensing on the import of ferro-chomium manufactured or processed from, or containing, material illegally exported from Southern Rhodesia.

All inquiries about the Amendment can be made to the Board of Trade, CRE 4 Division (Tel. 01-222 7877, Ext. 2229). Copies of the Amendment are available from HMSO, price 4d. (by post 8d.).

Patterns of equipment approved under Section 12 of the Weights and Measures Act 1963

PARTICULARS OF THE following patterns of equipment, certified by the Board of Trade under Section 12 of the Weights and Measures Act, 1963, have been published during the three months ending December 31, 1969:

Notice of Examination of Pattern Number	Description	Submitted by	HMSO Reference	Price
1495	Automatic checkweighing machine designed to weigh filled containers in motion on a conveyor belt	The Pneumatic Scale Corporation,Ltd., North Quincy, Massachusetts, USA	SBN 11 510023 7	9d. (4p) net
1496	Semi - self - indicating counter machine of 56 lb. capacity with associated feeding arrangements.	Metromethods Ltd., Stotfold, Hitchin, Herts.	SBN 11 510024 5	1s. (5p) net

Copies of the above Notices can be obtained from Government bookshops or through any bookseller.

During the same period the Board have published details of authorized modifications of the following certified patterns:

Notice of Examination of Pattern Number	Description	Board of Trade Reference
1022	Spirit measuring tap of ¼ gill capacity	WM 233
1119	Brim measure of ½ cubic yard capacity	233
1150	Battery of six liquid flowmeters mounted on a motor vehicle fitted with a tank having six compartments	232
1180	Suspended spring balance of 100 lb. capacity	232
1186	Dead-weight machine of 2 cwt. capacity mounted on a motor vehicle provided with hydraulically operated feed and hoist mechanisms	233
1205	Semi-self-indicating counter machine of 14 lb. capacity with mechanical feeding arrangements	233
1226	Liquid flowmeter of 20 gallons capacity fitted with a presetting device	232
1244	Electrically driven liquid flowmeter of 999½ gallons capacity	232, 233
1304	Automatic weighing machine of 140 lb. capacity	232
1305	Beer measuring instrument of ½ pint capacity	232
1327	Liquid measuring instrument of the non-subdivided container type	233
1339	Self-indicating counter machine of 6 lb. capacity	232
1342	Liquid flowmeter of 9½ gallons capacity	232
1361	Self-indicating assembly of weighbridges each of 6,500 lb. capacity	232
1375	Liquid measuring instrument of one gallon capacity	232
1391	Self-indicating and price-computing counter machine of 15 lb. capacity	232
1424	Self-indicating platform machine of 1,000 lb. capacity	233
1433	Automatic weighing machine of 1 lb. capacity	233
1463	Automatic weighing machine of 10 lb. capacity	233
1467	Self-indicating weighbridge of 35 tons capacity	233
1478	Electrically driven liquid meter of 99½ gallons capacity	232
1491	Automatic weighing machine of 1 cwt. capacity	233
All certified patterns of self-indicating weighing machines, other than: (i) spring balances: (ii) machines which include unit weight-depositing mechanisms with associated chart-changing devices Fitted with *dual imperial-metric charts*		231
All certified patterns of self-indicating and semi-self-indicating weighing machines, other than: (i) spring balances; (ii) machines fitted with 'light-heavy' charts Fitted with *metric charts*		231
All certified patterns of liquid meter Code Index III 5 (a)		232

Copies of WM 231, 232 and 233 can be obtained from the Controller, Standard Weights and Measures Department, 26 Chapter Street, London, S.W.1.

University-industry collaboration in 'New Technology'

AMONG the articles in the January issue of *New Technology* is one entitled 'University Industry Collaboration: The Government Contribution.'

Other articles included in this issue are 'Better Surgical Implants – With the Help of Nuclear Materials Technologists,' 'Computerized Production Control Aids Profitability,' and 'A Regional Experiment in Computer-Aided Design.'

National Economy Group established by Treasury

THE TREASURY have established a National Economy Group of Divisions to perform the central economic functions of Treasury work, which will be re-allocated between Divisions concerned with economic forecasting and assessment, medium- and long-term economic policy, industrial and incomes policy and fiscal policy. The Group will be headed by Sir Donald MacDougall, Chief Economic Adviser to the Treasury, by Mr. W. A. B. Hopkin, his deputy, and by Mr. E. W. Maude, whose appointment to an additional Third Secretary post has been approved by the Chancellor of the Exchequer.

Notes:

The National Economy Group will bring together those activities of the Treasury, including medium-term and industrial responsibilities inherited from the Department of Economic Affairs, which do not fall to either the Finance or Public Sector Groups.

Mr. E. W. Maude was appointed to be Third Secretary in the Treasury in 1969 on completion of his term of appointment as Head of the Treasury Delegation and Economic Minister in Washington.

Income tax consolidation

THE BOARD of Inland Revenue announce that the Income and Corporation Taxes Bill and the Taxes Management Bill were published on January 21. They have been given their first reading in the House of Lords and after second reading they will be considered by the Joint Committee of both Houses on Consolidation Bills.

The Income and Corporation Taxes Bill contains the substantive statutory provisions relating to income tax and corporation tax, and in this respect completes the consolidation work which began with the Capital Allowances Act, 1968.

So far as corporation tax on capital gains is concerned, the Bill contains those provisions which relate specially to companies. Since the capital gains tax statutes are not being consolidated on this occasion however, the Bill does not contain those capital gains provisions which apply both to companies and to individuals.

The Taxes Management Bill contains the main provisions about administrative and procedural matters, such as appeals against tax assessments. This Bill covers capital gains tax as well as income tax and corporation tax.

The material contained in the consolidation derives from the Income Tax Act, 1952, and some 20 later Acts, mainly Finance Acts. The new Bills are presented as strict consolidation measures. That is, they are designed to reproduce the effect of the existing statute law without any alterations or improvements. The benefit to the user lies in having the many changes in the law made over the last 18 years incorporated into a new unified text.

The Bills are intended to come into effect for the new tax year beginning on April 6, 1970.

Industrial training levies

TRAINING LEVY ORDERS for the iron and steel industry (SI 1970 No. 8) and for the knitting, lace and net industry (SI 1970 No. 9) have been made by Mrs. Barbara Castle, First Secretary and Secretary of State for Employment and Productivity. Both orders were laid before Parliament on January 16 and come into operation on January 28.

The orders are available from HMSO or through any bookseller, price 1s. each.

Evaluation survey

The Food, Drink and Tobacco Industry Training Board has commissioned a survey to evaluate the effect of its work so far. The survey is the first of a series of annual exercises, the results of which will be published each year with the Board's annual report.

Proposals for scope of banking, insurance and finance ITB

ON JANUARY 20 Mrs. Barbara Castle circulated to interested organizations a draft schedule of activities which she proposes should be covered by the Industrial Training Board to be set up for the banking, insurance and finance industry under the Industrial Training Act, 1964. Any organization that considers it has an interest in these proposals and has not yet received a copy should apply to the Department of Employment and Productivity, 168 Regent Street, London, W.1. Observations on the draft should reach the Department by February 16.

Consideration of mergers by the DEP

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, has announced that on the information at present before her it is not intended to refer the following proposed merger to the Monopolies Commission under the provisions of the Monopolies and Mergers Act, 1965.

Star (Great Britain) Limited and London Freehold and Leasehold Properties Limited.

Mrs. Castle asks management for information on manpower needs

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, appealed to managements in Britain on January 21 to inform her Department on a confidential basis of forthcoming changes in their manpower requirements.

Mrs. Castle, who was speaking at a local manpower conference of representatives of management, trade unions and local authorities in Brent Town Hall, North West London, said: 'Only individual companies can plan their own intimate requirements. But the DEP can – and will – help you if only you will give it the chance.'

One way of doing this was to use the DEP's employment exchange service, to build up a labour market intelligence network.

'As we see it,' Mrs. Castle said, 'this would involve a confidential two-way flow of information between local firms and the employment services of information about the labour that is likely to become available and future demand for it. In short about redundancies and expansions.

'I am convinced it would be of enormous help to both the DEP and industry to be able to see manpower trends more clearly than we now do and to have a better opportunity to bring the Department's full resources to bear on labour market problems as – and even before – they arise.'

Commission for Industry and Manpower

THE GOVERNMENT has announced its intention of establishing a new body – the Commission for Industry and Manpower – to take over and develop the work at present carried out by the Monopolies Commission and the National Board for Prices and Incomes.

A consultative document outlining the proposals was sent to the TUC, CBI and other interested organisations on January 22 by Mrs. Barbara Castle, First Secretary and Secretary of State for Employment and Productivity.

The document states, that 'the two bodies have been concerned with different but related aspects of some of the central economic problems arising in a modern industrial society. Neither covered the whole ground which needs to be covered. The Government believes that a strong and independent body is needed which can be asked to report on all these matters as they affect the general interests of the community.'

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry, apart from re-writing thousands of British Standards in metric form.

Conference on metal cutting machine tools

THE MINISTRY of Technology announce that work is nearly finished on a research project, supported by the Ministry, into the preparation of scientific and technical data for the formulation of standard performance specifications and testing procedures for machine tools. The project took place at the University of Manchester Institute of Science and Technology (UMIST), and a conference is to be held at the Institute on February 19 and 20 next to explain and discuss conclusions resulting from this work, before they are presented to the industry and research institutions as definite recommendations.

Further information about the conference and details of participation can be obtained from Dr. J. Trusty, Dept. of Mechanical Engineering, University of Manchester Institute of Science and Technology, Sackville Street, Manchester M60 IQD.

'Massive export potential' for clothing industry

A 'MASSIVE export potential' in many garment categories could bolster relatively modest home market opportunities. This is one of the conclusions to emerge from 'Your Future In Clothing,' published by HMSO, price 15s. (75np).

The major opportunities are in outerwear; women's coats, costumes, dresses and separates have the greatest export potential, together with men's knitted outerwear and suits. By 1978, at the best performance, men's outerwear exports could be worth £70 million (compared with a 1968 figures of £24 million) and women's outerwear could be worth £188 million in exports (about 60 per cent of the total) compared with a 1968 level of £43 million.

Export performance – says the report published by the clothing industry's Economic Development Committee – will depend on standards of quality being maintained with greater attention to marketing. Reports from overseas markets are critical of delivery times, representation, and attention to consumer needs by British suppliers.

First meeting of Indo-British Technological Collaboration Group

THE FIRST MEETING of the Indo-British Technological Collaboration Group, comprising representatives from each of the two Governments and from industry in both countries, will be held in New Delhi during the second week in February. The first meeting will also be attended by Mrs. Judith Hart, the Minister of Overseas Development, acting for Mr. Wedgwood Benn, Minister of Technology, and by the Indian Government Minister for Industrial Development, Internal Trade and Company Affairs.

The group will identify and review, from time to time, fields of manufacture where technological collaboration between Britain and India can be further developed. It will also facilitate direct negotiations between parties from both sides, particularly at the initial stages when broad areas of technological collaboration have to be identified together with the scope and nature of such collaboration.

The group will also explore the possibilities of joint ventures relating to third countries, joint manufacturing programmes between industrial groups and companies in both countries, together with the scope for extending technological collaboration between industrial groups in Britain and public sector undertakings in India. The possibilities of close collaboration in industrial research and development will also be considered.

Throughout their discussions the group will review the manner in which industrial and technological collaboration between the two countries can be made more fruitful to the advantage of both.

BSI to change leadership

THE BRITISH Standards Institution announces that Mr. H. A. R. Binney, will be retiring in September 1970 from the post of Director General, the senior position at BSI, which he has held since 1950. He will be succeeded by Mr. G. B. R. Fielden, who joined BSI as Deputy Director General in September 1968.

Revised standards for the safety of electrical appliances

THE BRITISH Standards Institute announce that they have taken an important step toward the adoption of international standards for the testing and approval of electrical appliances with the publication of BS 3456 Part 1: 1969, *General requirements* – a revision of two previous sections which brings this standard more into line with CEE Publications 10 and 11.

When first published in 1962 the standard was in two parts: A, Heating and cooking appliances; and B, Motor operated appliances. Each part had a section dealing with general requirements, Sections A1 and B1 respectively, and it is these which are combined in the new edition. The associated, particular appliance sections are also being revised and the original Section A1 and B1 will be withdrawn two years after date of publication of the last of these sections. During the interim period Section A1 and B1 may still be used as the basis of approval by BEAB at the discretion of manufacturers.

Copies of BS 3456, *The testing and approval of household electrical appliances*, Part 1: 1969, *General Requirements*, may be obtained from the BSI Sales Branch at 101/113 Pentoville Road, London, N.1. Price 40s. each (44s. including postage to non-subscribers).

Changes in international standards organization

CHANGES IN the internal structure of the International Organization for Standardization (ISO) to provide a more efficient framework for handling the increasing load in international standards harmonization have been announced in Geneva. The statement coincided with a change in the council which concerns the United Kingdom member body, the British Standards Institution.

The ISO Council has recommended for ratification by member bodies the formation of four technical divisions for a trial period of two years. The divisions proposed are:

Division 1: Mechanical Engineering
Division 2: Agriculture
Division 3: Building and building materials
Division 4: Transportation and distributon.

It is anticipated that the composition of the divisions will be fairly flexible so that the technical committees coming within a particular division can be changed as the situation may require. It is proposed that each technical division shall have a Divisional Consultative Council, consisting of international experts in various fields, which would act as the advisory bodies to the council in planning, organization and co-ordination.

Accompanying these structural proposals are revised directives for the technical work of ISO, designed to assist the speed and scope of standardization.

Industrial Property Study Fellowships

THE COUNCIL of Europe is to award Fellowships of not more than one year's duration to nationals of member states wishing to undertake research work of European interest in their own or other countries, or to further their studies or training by studies of an international character. Such research or further studies must be in the field of industrial property and could be of a legal, technical or economic character. (In the context of these Fellowships, 'industrial property' is a term used to refer to the intangible assets of patents, trade marks and designs.)

Applicants must have already completed higher studies or had experience in industrial property matters.

The value of a Fellowship will be determined by the Secretariat General of the Council and travelling expenses will be paid.

Holders of a Fellowship will be required to write a thesis of 20,000 to 60,000 words concerning their research within 3 months of the expiry of the Fellowship or to give satisfactory evidence that they have completed their further studies.

Telephone inquiries may be made to Mr. H. W. Savage, 01-405 8721, Ext. 142.

Copies of the Regulations and application forms can be obtained from Room 107, the Patent Office, 25 Southampton Buildings, London, W.C.2, to which address completed application forms should be returned by March 1, 1970.

English hotel industry seeks grants of over £5 million

HOTELIERS IN ENGLAND have applied for grants to a total value of over £5 million from the English Tourist Board, the Board announced on January 22. Commenting, Sir Mark Henig, chairman of the Board, said: 'We are tremendously encouraged by the immediate response at a high level from hoteliers all over England. While we expected interest from large groups and the major accommodation centres such as Greater London, in fact we are also examining a great number of applications from smaller groups and individuals, many of whom want to extend and improve existing accommodation.'

Sir Mark promised the English hotel industry that he would see that all applications were processed rapidly. The first letters of eligibility had already been sent out and more were on the way. This was the first step indicating the Board's intention and should enable the recipients to secure bridging finance until grants from the English Tourist Board actually came through.

Television service in hotels available for export use

THE BRITISH Tourist Authority, established under the Development of Tourism Act, 1969, as successor to the British Travel Association, will continue the Welcome Television Service, a closed circuit television programme operated under GPO licence and supplied to 15 London hotels.

The special films which are shown on the Welcome Television programme are produced by BTA with the co-operation and financial sponsorship of commercial organizations.

Many commercial organizations also make use of the service as an advertising medium.

The BTA, which took over from its predecessor on January 1, would welcome inquiries from British exporters wishing to take advantage of this television service. Their address is: Queen's House, 64 St. James's Street, London, S.W.1.

Fidelitone Inc. to start operation in Scotland

FIDELITONE, INC., one of the world's largest producers of diamond styli for gramophone needles, has announced it will build a manufacturing plant in Peebles. A wholly-owned subsidiary of Fidelitone, Inc., is being formed in Scotland

The new plant will employ 15 people at the outset and 45 to 50 within a few years. In addition, toolmaking and rubber moulding facilities will be included which will create a further 30 jobs for skilled and semi-skilled men. Temporary premises in Peebles are to be adapted to allow production to be started while a 10,000 sq. ft. factory is constructed on the town's industrial site.

Lyon's Liverpool development now fully let

THE LYON GROUP announce that their Industrial Development at Esk Street, off Derby Road, Liverpool, is now fully let. The development which embraces an island site adjacent to the docks commenced construction at the beginning of December and is due for completion in July. The 60,000 sq. ft. of warehouse and office accommodation has been leased to two local firms – Smith & Bateson Ltd. and R. Gonzalez & Co. Ltd.

The Lyon Group are considering further sites in Merseyside for industrial development and hope to announce new developments shortly. The group's estate in St. Helens, where advanced factories are now ready for occupation, ranging from 6,000-12,000 sq. ft. is also well advanced.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles etc., were published) should for convenience be made to the Board of Trade Library* (01-222-7877, Ext. 3038) *who compile the half-yearly index to the* JOURNAL.

£76 million steel expansion at Glasgow and Newport approved

THE BRITISH STEEL Corporation has approved expansion schemes costing more than £76 million at two of its major strip mills, Ravenscraig, near Glasgow, and Spencer Works, near Newport Mon. The developments could provide a net total of up to 1,500 new jobs and will raise the hot rolled coil capacity of the Corporation's new Strip Mills Division by 2.1 million tons to 10 million tons a year by 1974.

Decimal bronze coins available for training

BULK SUPPLIES of the new decimal bronze coins, the ½p, 1p and 2p, are being made available to retailers and other business concerns to assist them in their preparations for D Day, February 15, 1971, when Britain begins to change to decimal currency. Details are given in the latest issue of the Decimal Currency Board's newsletter published on January 22.

The scheme is designed to meet two demands for coins – the first, and more urgent, the staff training programmes, and the second for stocking up tills with coins needed for decimal trading on or shortly after D Day. The first phase, during which coins will be available in £100 lots for large-scale training, has just begun; by the fourth phase in January 1971, retailers will be able to obtain £1 lots for final training and preparation for D Day. Ordering will be done through branch banks.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the dates specified.

Number	Grantee	Subject-matter
	December 19, 1969	
960,449	Regie Nationale des Usines Renault	Push button latches.
1,021,269	William John McCracken	Fabrication of domestic baths and the like
1,022,136	Societe Alsacienne de Constructions Atomiques de Telecommunications et d'Electronique 'Alcatel'	Rotary oil-circulation vacuum pumps.
1,026,979	Regie Nationale des Usines Renault	Rear doors and lids of automobiles vehicles
1,030,264	Societe Alsacienne de Constructions Atomiques de Telecommunications et d'Electronique 'Alcatel'	Regulating device
1,039,580	Standard Telephones & Cables Ltd.	Method of and apparatus for character recognition
1,067,200	Standard Telephones & Cables Ltd.	Nuclear blast detector
1,071,203	Regie Nationale des Usines Renault	Door hinges
1,080,677	Canada Packers Limited	Steroid dehydrosulfonylation
1,089,172	David Griffin Limited	Soldering irons having means for drawing molten solder and flux from a workpiece
1,090,142	Gevaert-Agfa N.V.	Photochemical insolubilization of polymers
1,090,469	Gevaert-Agfa N.V.	Screw adjustment mechanism
1,102,305	Regie Nationale des Usines Renault	Improvements in rotary-piston internal combustion engines
1,109,825	Regie Nationale des Usines Renault	Improvements in sliding roof assemblies for vehicles and control and locking device thereof
	December 22, 1969	
1,038,650	Angelo Cremona	Horizontal wood shearing machines
1,038,929	Angelo Cremona	Improvements in cutter blade block assemblies for wood shearing machines
1,038,930	Angelo Cremona	Pressure-bar and carrier units for wood shearing machines
1,039,440	Angelo Cremona	Device for removal of condensate from pressure bar and cutter units of wood shearing machines
1,039,620	Angelo Cremona	Wood shearing machines
1,040,200	Angelo Cremona	Improvements in flywheel units in wood shearing machines
1,040,227	Angelo Cremona	Wood shearing machines
1,040,288	Angelo Cremona	Wood shearing machines
1,074,908	Gonnet & Cie	Applicator for liquid or semi-liquid products
	December 23, 1969	
1,053,680	A. E. C. Societe de Chimie Organique et Biologique	A process of preparing C[illegible] and C[illegible] polyenic aldehydes which are of retinene series

(*Continued on next page*)

Visits by British overseas commercial representatives

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country shortly, when they will be available for discussion.

		Available	In present post since
KUWAIT	G. S. BURTON Second Secretary (Commercial)	April/May	1967
SOUTH AFRICA (Cape Town)	A. SHEPHERD Consul (Commercial)	April	1968
TURKEY (Ankara)	B. V. WHITE First Secretary (Commercial)	April/May	1968

British firms and organizations (including those in the Board of Trade Eastern Region, and London and South-Eastern Region) which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Board of Trade Regional Controller stating the nature of the problem and the commodities involved. (The Board's Regional Offices, together with the areas covered and the appropriate office for Northern Ireland, were listed at page 207 of the *Board of Trade Journal* of July 23, 1969). Those firms and organizations other than in the Eastern Region and the London and South-Eastern Region, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London should write to Tours Section, Board of Trade, Room 469, 1 Victoria Street, London, S.W.1.

Because some officers have only limited time at their disposal it may not always be possible to arrange an interview. Where it is not possible, firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, who are in close touch with all overseas representatives can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London the Regional Officers of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, can also supply this help.

PATENTS ENDORSED 'LICENCES OF RIGHT', *continued*

Number	Grantee	Subject-Matter
	December 30, 1969	
913,811	Paul Xavier Fox	A new or improved electrical contact device
1,037,212	Societe Fermod S.A.	Hinges
1,044,179	N.V. Chemische Industrie Synres	A process for preparing water soluble alkyl resins
1,063,571	Interco Fribourg S.A.	Method for the preparation of solid compositions containing a salt
1,070,305	Glaverbel	New glass composition and articles formed therewith
1,074,696	Jean Auguste Christophe van Straaten	Movable bench for machine tool
1,103,668	William John McCracken	Domestic baths with renewable linings
1,112,238	Giancarle Andolfi	Improvements relating to frameworks for umbrellas, parasols and the like
1,119,003	Northern Electric Company Limited	Electric analogue signal multiplier
1,130,324	Glaverbel	Compositions of glass and metal
1,138,442	P. Nordsten A/S	Material feed mechanism for seed drills or like machines
1,152,691	Glaverbel	Glass and other light-transmitting materials
1,155,452	Atlas-Mak Maschinenbau G.m.b.H.	Device for producing a tangled fleece by means of a carding machine
1,158,351	Baldwin & Francis (Holdings) Limited	Electrical circuit interrupters
1,158,352	Baldwin & Frances (Holdings) Limited	Electrical circuit interrupters
	December 31, 1969	
1,018,923	Standard Telephone & Cables Ltd.	Waveguide filters
1,022,850	Standard Telephones & Cables Ltd.	Electro-acoustic transducer
1,013,227	Mufulira Copper Mines Ltd.	A device for locking a conveyance in a shaft
1,025,453	Standard Telephone and Cables Ltd.	Semiconductor devices
1,029,982	Standard Telephone & Cables Ltd.	Manufacture of semiconductor devices
1,039,302	Standard Telephone & Cables Ltd.	Circuit arrangement for contrast control in television receivers
1,044,444	Standard Telephone & Cables Ltd.	Improvements relating to capacitors
1,045,203	Standard Telephone & Cables Ltd.	Electric changeover circuit arrangement
1,047,439	Standard Telephone & Cables Ltd.	Ceramic capacitors
1,051,451	Standard Telephone & Cables Ltd.	Manufacture of semiconductor devices.
1,066,041	Orsymonde	Diphenoxyacetic acid amide derivatives
1,106,178	Council of Scientific and Industrial Research	A process for treating cellulosic textile material to impart simultaneously high wet crease recovery and high abrasion/tear resistance
1,130,885	Societe Bertin & Cie	Heterogeneous flow generating device
1,145,701	J. E. Lesser (Buildings) Limited	Wall panels for prefabricated buildings
	January 2, 1970	
1,097,184	Lignes Telegraphiques et Telephoniques	Improvements relating to magnetron anode blocks
1,137,823	Institut National du Verre	Method and apparatus for forming metal surface coatings
1,137,824	Institut National du Verre	Apparatus for forming metal surface coatings
	January 5, 1970	
832,867	Boxfoldia Limited	Container having dispensing means
853,398	Aerpot A.G.	Fastening device
867,133	Aerpot A.G.	Stressed-panel fastener
881,088	Aerpot A.G.	Fastening device
932,149	Aerpot A.G.	Load retaining device
937,697	Glaverbel	Methods and apparatus for down-drawing a sheet of glass
951,332	Standard Telephones & Cables Ltd.	Circuit arrangement for an intercom system with alternate operation
969,621	Aerpot A.G.	Connectors
978,935	Aerpot A.G.	Improvements in releasable blind fasteners
984,281	Aerpot A.G.	Tension load coupling
993,388	Standard Telephones & Cables Ltd.	Semiconductor devices
998,199	Standard Telephones & Cables Ltd.	Manufacture of semiconductor devices
1,074,072	Standard Telephones & Cables Ltd.	Keyed automatic gain control circuits

Any person who claims that the patentee at the time of endorsement of any of the above Patents was precluded by a contract in which claimant is interested from granting Licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE,

The Patent Office *Comptroller*

THE PATENT OFFICE

In addition to handling some 82,000 Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the Official Journal (Patents) the Trade Marks Journal, British Patent Specifications, Illustrated Abridgements of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Orpington, Kent, BR5 3RD or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, W.C.2.

Receipts from sales amount to some £450,000 annually. You may well find information your firm needs among the Patent Office publications.

Aviation and Shipping

Lower tariff for winter inclusive air holidays to continue

Mr. Roy Mason, President of the Board of Trade, announced on January 21 that the experimental tariff for inclusive tour holidays by air will be continued next winter. In addition it will be extended to cover the eastern Mediterranean area. This has the effect of pegging prices to 1968 levels, unless lower fares have since been introduced. Answering a written question in the House of Commons, Mr. Mason said:

'I have decided to repeat the tariff that has applied last winter and this, except that I am extending it to cover the eastern Mediterranean area where the new tariff will reflect the lower rates already introduced for the summer season for holidays in Rumania, Bulgaria, Greece and Turkey. It will apply to holidays beginning in the period from October 16, 1970 to March 31, 1971. I hope that this will give further encouragement to the development of winter travel.'

Note:

One of the problems associated with holiday traffic is its sharply seasonal character. Airlines which equip themselves to carry peak traffic levels face a serious problem of aircraft under-utilization during the remainder of the year. The problem is the greater for those airlines which have invested in costly modern jet aircraft.

In order to ease these difficulties an experimental tariff was introduced for the 1968/69 winter season and it was repeated for the 1969/70 winter season. Under this tariff the minimum prices for inclusive tour holidays by air (whether on scheduled or charter services) were set at 50 per cent of the normal economy class round trip fare for holidays of eight days or less and at 60 per cent of that fare for longer holidays. The tariff applied to Western Europe (as far east as Italy and Austria) and Morocco, Algeria, Tunisia, Canary Islands and Madeira.

The initial experiment resulted in a very large increase in winter holiday traffic on both scheduled and charter services, to the benefit of all concerned and for the current winter the airlines and tour organizers enlarged their programmes.

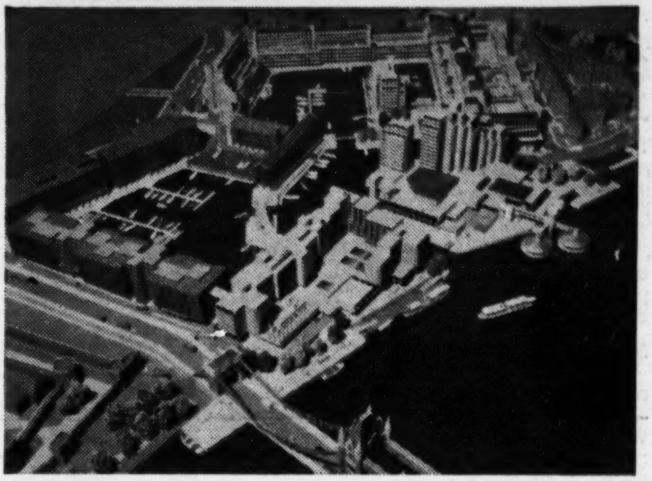
The decision for the 1970/71 winter season is to repeat the tariff with the minimum of change. This means that the minimum tour prices will continue to be based on the fare levels which applied in 1968 but with the option of using up-to-date fares where these are lower.

The only two changes to the tariff relate to the duration of the period covered and the area to which it applies.

It has been decided to reduce the period covered by one month so that the tariff will expire on March 31, 1971. This will obviate the confusion which has arisen because the winter tariff and the summer tariff have overlapped for the month of April. With the introduction of low off-peak prices in the summer tariff, tour operators will still be able to include April holidays in their winter programmes without significant change in the prices after the end of March.

It has been decided to apply to the whole of Europe (except Cyprus where the normal standard tariff already provides for special low minimum tour prices) and Morocco, Algeria, Tunisia, Canary Islands and Madeira. However, because the normal fares to Rumania, Bulgaria, Greece, and Turkey are relatively high, the minimum tour prices will be 40 per cent of the 1968 normal economy class round trip fare for holidays of eight days or less and 50 per cent of that fare for longer holidays.

Inclusive tour prices on charter services are controlled essentially in order to avoid the undermining of the scheduled services, which need to be operated all the year round at relatively low average load factors, either through the excessive dilution of their revenue or through the excessive diversion of peak season traffic to charter services operating at relatively high load factors. The normal rule (applied under standard tariff Provision I in air service licences) is that the price of an inclusive tour holiday shall not be less than the lowest return air fare to the same destination at the same time of the day, the same day of the week and the same week of the year. Tour organizers are, of course, free to charge more than the controlled minima, depending on the costs and quality of the hotel accommodation and other amenities included in the holiday price.



Overall view of a model of the £22 million St. Katherine Docks scheme, said to be London's most ambitious redevelopment since the Great Fire of London, the GLC have selected the Taylor Woodrow Group as developers, and work is scheduled to begin in 1971 on a 6½ year target programme.

Air miss over Greenford

Mr. Goronwy Roberts, Minister of State, Board of Trade, made the following statement in answer to a question in the House of Commons on January 21:

'I am informed by the Chief Inspector of Accidents, who is investigating the air miss between an Olympic Airways Boeing 727 and an Indian Air Force Constellation over Greenford on January 9, that his inquiries are proceeding satisfactorily.

'He has established that Heathrow Approach Control had marshalled both aircraft by radar on to the commencement of their final approaches and that the Olympic Airways aircraft was on the extended centreline of Runway 23 left at Heathrow, descending from 1,700 feet, when the incident occurred. The Indian aircraft, which had been cleared down to 1,350 feet for its initial approach to Northolt, reported being at 500 feet at about six miles from touchdown. In view of the high ground ahead and to the right of its approach path, the GCA Controller at Northolt ordered an immediate climb and left-hand orbit and immediately informed Heathrow Approach Control. It was during this emergency manoeuvre that the Constellation passed beneath the Boeing.

'In the meantime, I am considering further with my Rt. Hon. Friend the Secretary of State for Defence whether any additional safeguards might be taken to avoid a similar occurrence.'

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 *individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House,* 35 *Old Bailey, London, E.C.*4 (*Tel.* 01-248 5757, *Ext.* 7146).

AVIATION AND SHIPPING, *continued*

Commission on Third London Airport: evidence from public published

THE COMMISSION on the Third London Airport has arranged for the publication of the evidence submitted to it by the public during the research stage of its work on the four short listed sites. The four short listed sites are at Cublington (Wing), Foulness, Nuthampstead and Thurleigh (Bedford).

The evidence, Vol. IX in the Commission's 'Papers and Proceedings' series, is available from HMSO, 49 High Holborn, London, W.C.1, price £1 15s. 0d. or by post, price £1 16s. 4d. from HMSO, PO Box 569, London, S.E.1.

Note

The full list of publications in the Commission's 'Papers and Proceedings' series is:

Volume	Title	
Vol. I	Stage I Public Hearings: written and oral evidence	Published May 1969
Vol. II	Other written evidence	Published May 1969
Vol. III	Stage II, Local hearings – Fouiness	
Vol. IV	Stage II. Local hearings – Nuthampstead	
Vol. V	Stage II. Local hearings – Cublington	
Vol. VI	Stage II, Local hearings – Thurleigh	
Vol. VII	Assessment of the short listed sites	
Part 1	Proposed research methodology	Published June 1969
Part 2	Results of Research Team's assessment of the short listed sites	
Part 3	Maps and charts	
Vol. VIII	Specially commissioned studies	
Part 1	Urbanization	
Part 2	Regional Airport policy	
Section 1	Developments affecting the ATC system in the United Kingdom (South) 1975-1985	
	Development of United Kingdom ATC System and effect on Shoeburyness	
	Road Infrastructure	
	Rail Infrastructure	
	Pollution from Jet Aircraft	
	Air Traffic Forecasts	
Section 2	Airspace factors affecting the choice of site	Published December 1969
Section 3	Agriculture	
	Unconventional surface access systems	
	Housing output rates	
	Propagation of aircraft noise	
Section 4	Disruption of community life	
Vol. IX	Evidence received from the public during State III	Published January 1970

Publication of specially commissioned studies

THE COMMISSION on the Third London Airport published on January 22 further results of the detailed investigations carried out during the research stage of its work.

The studies deal with:

Regional airport policy
Developments affecting the ATC system in the United Kingdom (South) 1975-1985
Development of United Kingdom ATC system and effect on Shoeburyness
Road infrastructure
Rail infrastructure
Pollution from jet aircraft
Air traffic forecasts.

The studies Vol. VIII, Part 2, Section 1, in the Commission's 'Papers and Proceedings' series are available from HMSO, 49 High Holborn, London, W.C.1, price £5 13s. (parcel) or £5 14s. (letter) from HMSO, PO Box 569, London, S.E.1.

Publication of Foulness evidence on Third London Airport

The Commission on the Third London Airport have arranged for the publication of the oral and written evidence which was given at the Foulness local hearing held at Southend in May, 1969.

The evidence is a booklet entitled 'Papers and proceedings Vol. III – Stage II Local hearings – Foulness', is available from Her Majesty's Stationery Office, 49 High Holborn, London, W.C.1, price £5 15s. or by post £5 19s. 6d. from HMSO, PO Box 569, London, S.E.1.

The Foulness Local hearings were held to provide an opportunity for the Commission to be informed of local implications if the Third London Airport were to be located on an off-shore site at Foulness.

Shipbuilding credit scheme

MR. HAROLD LEVER, Paymaster General, made the following statement on the Shipbuilding Credit Scheme in Parliament on January 21.

'The Shipbuilding Industry Acts enable the Minister to issue guarantees in respect of loans made by banks towards the purchase of ships by British shipowners from United Kingdom yards. The limit on the liability under these guarantees is at present £400 million.

'Because of the continuing high level of orders for ships placed by British firms, and the success of British shipbuilders in competing for these orders, the statutory limit on the amount which can be guaranteed will shortly be reached. Unless the limit on guarantees is raised further guarantees cannot be given and British shipbuilders will find themselves at a strong disadvantage in tendering for home orders against the export credit arrangements of foreign competitors.

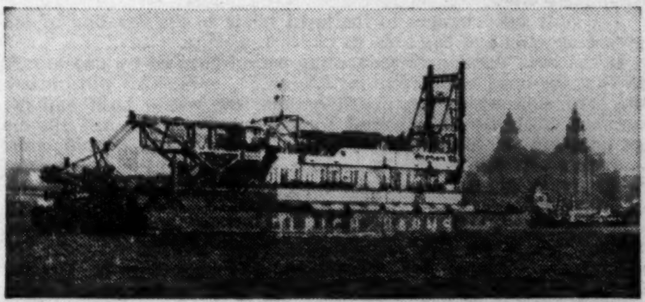
'It is therefore proposed at an early date to introduce legislation to increase the statutory limit on the ability to give guarantees by a further £200 million. I shall also undertake, in consultation with the Chief Secretary, a review of the continuing need for credit for home shipbuilding orders, and the arrangements by which it is made available. I am glad to be able to tell the House that the London clearing and Scottish banks have agreed to accept additional commitments within this new limit, while the longer term review is carried forward. In the interests of British shipbuilding, and the balance of payments, additional guarantees within the proposed new limit will need to be promised, subject to the passing of the legislation.'

Nottingham export link by water with Humber ports

A NEW EXPORT Barge service linking Nottingham with the Humber ports has been opened by the Freight Services Division of the British Waterways Board. The new service links the industrial Midlands to the Port of Hull, via a groupage service at the Board's depot at Meadow Lane, Nottingham.

Handling from factory or warehouse to ship is carried out by British Waterways Freight Services.

The first shipment was made available through the co-operation of Ben Line Steamers and their local agents, Killick Martin (Birmingham) Ltd. and consisted of valuable export goods from IMI Copper Division of Birmingham and a consignment from Raleigh Industries Ltd. of Nottingham.



The 2,100 ton cutter suction dredger 'Port Sunlight', with auxiliary craft, plant and stores, being towed on a pontoon from Birkenhead for a 4,000 mile 35-day journey to Boke, in the Republic of Guinea. This was the method used by the Westminster Dredging Co. Ltd., Cheshire, to transport the dredger, supporting craft and equipment, to carry out a $70 million engineering and dredging contract awarded by the Republic of Guinea to a consortium of which the company are members.

'USING EFTA.' *To inform the EFTA businessman of his opportunities in the markets of the member countries, the EFTA Secretariat in Geneva has produced a 161-page book entitled 'Using EFTA' which describes the conditions of the eight national markets and outlines briefly the procedures for claiming EFTA tariff treatment. Copies, together with other publications about EFTA (including the Secretariat's regular 'EFTA Bulletin'), can be obtained free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1* (Tel. 01-222 7877, Ext. 2479/2480).

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

MONDAY, JANUARY 19

Investment in British films

Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, was asked to estimate the total amount of investment in British films during the coming year; what proportion of the money would be British and United States, respectively; how this compared with previous years both in total and in country of origin; and what proportion of the total would be provided by HM Government, Mrs. Dunwoody answered that information on which to base reliable estimates was not available. Subject to legislation, provision for advances to the National Film Finance Corporation would be made in the Civil Estimates in due course.

Hotel development in Cornwall

Answering a question on the number of applications so far received for hotel development and expansion in Cornwall, in the St. Ives and Penzance areas, and in the Isles of Scilly under the Development of Tourism Act 1969, Mrs. Dunwoody said the English Tourist Board was responsible for the administration of the hotel development incentives scheme so far as England is concerned. 'They are required by the Development of Tourism Act to prepare an annual report which will be laid before the House,' she said. 'In the meantime, I consider that it would be wrong to ask them to provide information about this or other aspects of their day-to-day administration.'

Imports of potatoes and broccoli

A Member asked what was the volume of imports of early potatoes and broccoli into the United Kingdom in each of the years 1960 to 1968. Mrs. Dunwoody said information relating to new potatoes was given in Table 1, Volume II of the Annual Statements of Trade of the United Kingdom for the years 1962 to 1968. Broccoli was not separately distinguished in the trade statistics.

Special development area policy

The debate on Special Development Area Policy was reported in *Hansard* (cols. 211-222).

Investment grants

Mr. Anthony Wedgwood Benn, Minister of Technology, was asked what progress he was making with his study of investment grants. He answered: 'Good progress has been made. The next stage of the study, which involves a direct approach to industry, is to begin very shortly.'

Several further questions were asked on investment grants. Mr. Neil Carmichael, Joint Parliamentary Secretary, Ministry of Technology, was asked to estimate the aggregate cost to public funds of investment grants in the current financial year, and answered '£590 million, of which provision for £560 million has already been sought. It is expected that the remainder will be sought in a Spring Supplementary Estimate.'

Mr. Alan Williams, Joint Parliamentary Secretary, Ministry of Technology, was asked to estimate the probable percentage change in manufacturing investment between 1969 and 1970, and of the expected levels of fixed investment in the manufacturing industries and distributive trades, respectively, during 1970; and if these levels conformed to the economic strategy being pursued by the Government. He answered that information on the levels of investment expected by industry in 1970 was given in the results of the latest Investment Intentions Inquiry issued on January 13. The expected levels were not inconsistent with the Government's economic strategy, given other claims, particularly those of exports, on resources.

Asked what assessment he had made of the effect of investment grants on the levels of investment generally and on employment in the development areas; and if he would publish these findings in the Official Report, Mr. Carmichael said: 'The effectiveness of investment grants is currently the subject of a special study. Whilst it is not possible to separate the effect of different measures, the development area package has clearly helped to reduce regional disparities in unemployment, notwithstanding the rapid rundown of traditional industries in development areas.'

A Member asked whether tanks and similar plant connected with the treatment of industrial effluent were eligible for investment grant. Dr. Ernest Davies, Joint Parliamentary Secretary, Ministry of Technology, said expenditure on such plant was eligible for investment grant, if it was incurred by a firm carrying on a qualified industrial process and if the plant was to be used by the firm in the course of its business in connection with such a process.

Mr. Williams was asked what was his estimate of manufacturing and construction industries' investment in the United Kingdom for the years 1968-69 and 1969-70, at current market prices. He answered 'Manufacturing industry's investment in the financial year 1968-69 was £1,584 million, at current market prices; a figure for 1969-70 is not yet available. The latest available figure of the construction industry's investment is £161 million for the calendar year 1968.'

Mr. Carmichael told a Member who asked how much was paid in investment grants in the latest available 12-month period in development areas; what proportion was in respect of projects qualifying for grant under the Local Employment Acts; and how much was attributable to the higher rate of investment grant applicable to development areas, that £202.7 million was paid in the financial year 1968-69. Of this £84.2 million was attributable to the higher rate of grant for the development areas. Information was not available about the proportion which was in respect of projects qualifying also for grant under the Local Employment Acts.

Industrial development

Mr. Eric Varley, Minister of State, Ministry of Technology, and Mr. Carmichael answered questions on industrial developments in the Penzance, St. Ives, St. Mary's and Helston employment areas; Skelmersdale New Town, and in the Sunderland area.

TUESDAY, JANUARY 20

Export Guarantees and Payments Bill

Mr. Roy Mason, supported by Mr. Anthony Wedgwood Benn, Mr. Dick Taverne, and Mrs. Gwyneth Dunwoody, presented a Bill to amend the Export Guarantees Act 1968. *Hansard* (col. 255). See also page 209.

Industrial Development (Ships) Bill

The debate on this bill is reported in *Hansard* (cols. 263-332).

Local Employment Bill

The debate on this bill is reported in *Hansard* (cols 333-384).

Motor insurance industry

Questions were asked about the setting up of a committee of inquiry into the motor insurance industry in view of the recent proposed increases in premiums and the disparity between the premium rate of different companies, and if the proposed increases in motor insurance premiums would be referred to the National Board for Prices and Incomes. Mrs. Dunwoody said she would consider whether to refer the increases to the National Board for Prices and Incomes but saw no immediate need for a committee of inquiry into the motor insurance industry, particularly in view of its competitive nature.

Answering a further question on the number of insurance companies which have notified the Board of Trade of their intention to increase their motor insurance premiums during the next four months, Mrs. Dunwoody said the following insurers had recently confirmed to the Board of Trade that it was their intention to raise motor insurance premiums early this year: Commercial Union Assurance, General Accident Fire and Life Assurance, Royal Insurance, Sun Alliance and London Insurance Group and the Zurich Group.

WEDNESDAY, JANUARY 21

Indian textiles

A Member asked when the technical discussions with Indian officials on the new tariff to be imposed on Indian textiles would start; where they would be held; and if a statement could be made. In reply Mrs. Dunwoody said: 'It was agreed during discussions between British and Indian officials in New Delhi in December that a meeting at technical level involving the cotton textile industries of the two countries would be arranged as a prelude to further discussions between Governments. The Ministry of Technology is in touch with the industry here and with India about the arrangements for this.'

Film industry help

Asked by a Member what action was being taken to help the British film industry, in addition to proposals for increasing the subsidy to the National Film Finance Corporation, Mrs. Dunwoody replied that the Corporation did not receive a subsidy from the Government. 'I would refer my hon. Friend to the Films Bill now before Parliament which contains our proposals for the continuation of the quota and levy, the provision of further finance for the National Film Finance Corporation, the continuation of the Corporation's loan-making powers for a further period and the extension of those powers,' she added.

(Continued on next page)

PARLIAMENTARY ANSWERS, *continued*

Definition orders

A Member asked if, in order to further protect the consumer under the Trades Description Act, definition orders on words such as showerproof, shockproof, water resistant and waterproof could be issued. Mrs. Dunwoody replied that the Board of Trade were examining proposals for definition of the terms 'showerproof' and 'waterproof', and were ready to consider other suggestions for powers under section 7 of the Act where the criteria laid down were satisfied.

Supply of drugs to Rhodesia

Mrs. Dunwoody was asked to make a statement on the delay, reported to the Board of Trade by Dr. John Axton, in the supply of essential drugs to Rhodesia and the consequential deaths of three African children. Mrs. Dunwoody said: 'I have seen reports in the press that delays attributed to the Board of Trade over the shipment of essential drugs to Rhodesia may have resulted in the deaths of three African children. I cannot accept any imputation of delay on the part of the Board of Trade. The United Nations resolution on Rhodesian sanctions expressly excepts "supplies intended strictly for medical purposes" and although such supplies are subject to export licensing in each of the two instances quoted the required licences were issued and despatched on the day that the applications were received.'

Honey imports

Replying to a Member's question as to the amount by volume and by value of honey imported into the United Kingdom in the last 12 months to the latest convenient date, Mrs. Dunwoody said figures of imports of natural honey for December 1968 were given on page 25 of the issue of the Overseas Trade Accounts for that month, and for the 11 months January-November 1969, in the issue for November 1969.

Telecommunication equipment

A Member asked what was the value of exports of telecommunication equipment in the last two available years; and whether a statement could be made. Mrs. Dunwoody said: 'In the 12 months ended November 1968 and November 1969, exports of telecommunications apparatus totalled £106.8 million and £105.5 million respectively. In the 12 months ended November 1969 exports of telecommunication cables and wires totalled £11.3 million; the figures for the previous 12 months are not on a comparable basis.'

Small businesses

A Member asked how many organizations in receipt of Government funds had the responsibility for assisting small businesses; and if a list of them could be given in the Official Report. Mrs. Dunwoody said: 'The following organizations in receipt of Government funds have particular responsibility for assisting small businesses: The British Productivity Council (much of whose work is undertaken through the Local Productivity Associations); The Institute of Marketing (through its export marketing partnerships scheme); The Overseas Marketing Corporation, Ltd.; The Council for Small Industries in Rural Areas; The Small Industries Council for Rural Areas in Scotland; The Industrial Liaison Centres and Low-Cost Automation Centres at Universities and Technical Colleges; The Centre for Industrial Innovation at the University of Strathclyde; The Small Business Centre at the University of Aston; The Crafts Council of Great Britain Ltd.; The Crafts Centre of Great Britain; and The Scottish Craft Centre. Other organizations in receipt of Government funds which assist businesses irrespective of size are included in the booklet 'Technical Services for Industry' published by the Ministry of Technology; a copy of this is in the Library. It is hoped to publish a new edition of this booklet later this year.'

Holidays at home

A Member asked what had been the amount of the payment by HM Government in each of the three financial years from 1967-68 to 1969-70 to the British Travel Association for the purposes of encouraging holidays at home. Mrs. Dunwoody stated that the grant-in-aid to the British Travel Association had not normally included a self-contained provision for encouraging holidays at home. In 1967-68 the grant-in-aid included a special contribution of £300,000 towards a major home holidays campaign. In 1968-69 the Association allocated £106,000 for this type of campaign. The corresponding figure for 1969-70 was not yet available. Expenditure from the grants in aid on these campaigns did not represent the total amount of expenditure which could have had the effect of encouraging holidays at home but could not be precisely quantified.

THURSDAY, JANUARY 22

Commonwealth preference

Asked by a Member what proportion of imports and exports had been covered by Commonwealth preference in the last convenient period of 12 months, setting out the comparable figures for 10 and 20 years ago, respectively, Mrs. Dunwoody said that for imports, the proportion in the financial year 1967/68 was about one-seventh, compared with estimates of one-fifth and one quarter respectively for the calendar years 1957 and 1948. Estimates in respect of exports for 1961 and 1948 showed proportions of rather less than one quarter and of about one quarter respectively: no later information was available.

Export figures

A Member asked what proportion of our imports and exports during the last convenient period of 12 months had been transacted with Canada, Australia, and New Zealand, respectively, setting out the comparable figures for 10 and 20 years ago, respectively. In reply Mrs. Dunwoody gave the following information:

	Imports			**Exports and re-exports**		
	1969	**1959**	**1949**	**1969**	**1959**	**1949**
	%	%	%	%	%	%
Canada	6	8	10	4	6	4
Australia	3	5	8	4	6	10
New Zealand	3	4	5	2	3	4

REPORTS ON SCIENCE ABROAD

The United Kingdom Scientific Mission have preparade the following reports. Copies of the reports, which are available for distribution in the United Kingdom only, are available free from the Department of Education and Science, International Scientific Relations Division, Africa House, Kingsway, London, WC2 (Tel. 01-405 3422).

'The Engineer and the City': Symposium Organised by the National Academy of Engineering October 22-23, 1969, by J. M. Lock. 7 pages. *UKSM Report No.* 69/75. The deterioration of the American city during the last few years is a topic of constant concern in the United States, not least to engineers, who justifiably feel that some at least of the problems facing the city are amenable to scientific study and even possibly solution. This symposium was convened with a view to elucidating these problems. It consisted entirely of invited papers and these ranged widely from the frankly political and propagandist (though none the less impressive) approach of Walter P. Reuther (president of the powerful United Automobile Workers' Union) to the intensely practical description of Detroit's vast new sewage installation given by Gerald J. Remcis (superintendent and general manager of the Detroit Metropolitan Water Services).

Desert Research Institution – Center for Water Resources Research by H. K. Bourne. 11 pages. *UKSM Report No.* 69/76. Nevada is the most arid state in the United States. In addition, the present rate of growth of population is the highest of any state in the nation. Tourism is a major industry and the huge luxury hotels have an extremely high water consumption per capita. This report describes some of the research which has been undertaken to supply the water needs of Nevada, and outlines the important role of the DRI Center for Water Resources in this work.

US Geological Survey – Water Resources Programme, by H. K. Bourne. 5 pages. *UKSM Report No.* 69/77. This report describes the work of the United States Geological Survey in developing water resources in Nevada. USGS has made a detailed inventory of the water supply in the state and carries out an extensive programme of research in order to utilize the meagre water resources to the best advantage. The agency also collaborates with AEC to ensure that the nuclear test programme does not contaminate any water outside the test sites.

Recovery of Gold used in Electronics, by H. K. Bourne. 2 pages. *UKSM Report No.* 69/78. The electronics industry is a major user of gold. A considerable amount is lost in the soldering process. With the scarcity and increasing cost of gold it is important to reduce this loss. This report describes a method of recovering the gold used in soldering.

The Use of Membranes for Industrial, Biological and Waste Treatment Processes, by M. D. Ashton. 5 pages. *UKSM Report No.* 69/79. A summary is given of papers presented at a Battelle Memorial Institute conference on the industrial and laboratory uses of membranes. These uses include the fractionation of proteins, the concentration of enzyme solutions and of fruit and vegetable juices, and various applications in liquid waste treatment with possible by-product recovery.

Parliamentary answers on aviation and shipping

Below are a number of Parliamentary Answers relating to the aviation and shipping industries.

MONDAY, JANUARY 19

Aldergrove Civil Airport

Mr. Goronwy Roberts, Minister of State, Board of Trade, was asked what plans he had for the future of Aldergrove Civil Airport in County Antrim; and if he would give an assurance that there would be no temporary closure of the airport. He answered that plans for the reshaping and extension of the main runway were under discussion with the users and with the Northern Ireland Ministry of Development. One of the main objectives in these discussions was to minimize the disruption of traffic but he could not at present give an assurance that it would be practicable to avoid having to close the airport for a short period while work proceeded on the intersection of the two runways.

Asked for a statement on when he proposed to transfer Aldergrove Civil Airport to the Government of Northern Ireland Mr. Roberts said: 'We are currently discussing terms of transfer with the Northern Ireland Minister of Development. The date of transfer is clearly dependent on the outcome of these discussions and we cannot yet say when this is likely to be.'

Aircraft noise

Replying to a Member who asked whether the Boeing 747 would be allowed to use Heathrow and Gatwick airports if it proved unable to meet the existing noise limitations, Mr. Roberts said: 'The Boeing 747 will be required to meet the noise limits at Heathrow like other aircraft. I have no reason to expect that it will be unable to do so. There are no proposals to operate the aircraft at Gatwick.'

Asked to say what conclusions were reached at the recent special meeting on aircraft noise of the International Civil Aviation Organization, Mr. Roberts said: 'The ICAO meeting followed up the London Aircraft Noise Conference over which my right hon. Friend presided in 1966 and achieved good results in laying the basis for effective international action to reduce aircraft noise. Agreement was reached on initial noise certification standards for future subsonic jet airliners and we hope to lay an Order in Council before the Easter Recess to implement these standards in the United Kingdom.

'As the other recommendations agreed upon are wide ranging, I propose to place a Report of the Meeting in the Library as soon as it is available.'

Mr. Roberts was asked how many violations of noise regulations occurred in the area around London Airport in 1969; how many of the offending aircraft had been identified; and what action had been taken against those infringing the noise abatement requirements. He answered that in 1969 there were 426 infringements (or 0.5 per cent of aircraft monitored) of the daytime (07.00-23.00) limit of 110PNdB and 104 (or 2.1 per cent) of the night limit of 102 PNdB. All offending aircraft were identified and each incident was referred to the airline concerned with a request for investigation and explanation in appropriate cases. There was no evidence of such systematic and serious infringement by any one airline as to justify denying the airline the use of Heathrow.

Mr. Roberts said that he had placed in the Library copies of a map showing the location of noise monitoring points round Heathrow.

Private pilot licences

A Member who inquired how many private pilot licences were at present held in this country; and how many of the holders had full instrument training, was told by Mr. Roberts that 15,048 private pilots' licences were current on December 31, 1969. Of these licenceholders 551 also held Instrument Ratings, the highest instrument flying qualification, and 1,051 held the Instrument Meteorological Conditions (IMC) Rating, the intermediate instrument flying qualification.

The shipbuilding industry

Mr. Anthony Wedgwood Benn, Minister of Technology, was asked to make a statement on the present situation in the shipbuilding industry. 'The present situation is encouraging. The order book now stands at the highest point for over 10 years,' he said.

Concorde 002

Replying to a Member who asked when Concorde 002 would be tested at supersonic speeds; and when the full Mach 2 standard would be reached, Mr. Wedgwood Benn said: 'Concorde 002 will restart its flight test programme, including supersonic flights, in the early spring, and flight tests at cruising speed will follow during the summer.'

Beagle Aircraft Company

A Member who asked what supervision had been exercised over the finances of the Beagle Aircraft Company during the past three years, was told by Mr. Neil Carmichael, Joint Parliamentary Secretary, Ministry of Technology, that before the purchase of the undertaking the Ministry negotiated and exercised the right to appoint a finance director to the board of the old company. The gentleman so appointed continued to act as finance director of the new company on its incorporation in July 1968. The Ministry of Technology as shareholder had received copies of the monthly financial reports to the board and had held periodic meetings with them at which progress had been surveyed.

Aircraft noise

Mr. Carmichael told a Member who asked what progress was being made with research into the problem of reducing the noise of aircraft engines, that significant progress had been made in identifying the sources of noise in aircraft engines and in the development of acoustic linings. This knowledge would be applied in the new technology engines such as RB.211.

Mr. Carmichael was also asked about progress in research into the effects of supersonic flight over churches and buildings of historic and architectural interest. Research, he said, was continuing with a view to improving knowledge of the existing vibration environments of buildings of historic and architectural interest and the possible long term effects of sonic booms. 'Our results to date suggest that no special safeguards are necessary in the case of properly maintained buildings of this kind,' he said.

Sonic bangs

Stating that the majority of people of Bristol found sonic bangs unacceptable in recent tests overland, a Member asked whether the Minister of Technology would give an assurance that supersonic flying would be prohibited, even if only a minority complain, and whether he would make it a condition of any production contract with the British Aircraft Corporation that sales of Concorde aircraft might only be negotiated on the condition that the purchasers or operators should not fly the aircraft supersonically over the United Kingdom. Mr. Wedgwood Benn said: 'My hon. Friend, is, I believe, referring to a survey limited to some 220 people carried out in 1967. No decision has yet been taken on how flights by commercial supersonic airliners should be controlled over the United Kingdom. It would not be appropriate to impose restrictions by contractual action. The testing of Concorde is a separate matter and I hope to make a statements on this shortly.'

Nuclear-powered merchant ship

Dr. Ernest Davies, Joint Parliamentary Secretary, Ministry of Technology, was asked if he would publish in the Official Report the details of his discussions in recent months with those shipbuilding firms interested in the construction of a nuclear-powered merchant ship, and if he would evaluate the cost estimates contained in their submissions. Dr. Davies said: 'The cost estimates produced by shipbuilders have been examined as part of our current study of the costs and benefits of a nuclear ship project.

'When the study has been completed and reported upon I shall be able to consider how best to make the results known to those interested.'

TUESDAY, JANUARY 20

Rolls-Royce and Bristol Siddeley

Answering a request for a further report on the discussions with Rolls-Royce in connection with the Bristol Siddeley contracts, Mr. Wedgwood Benn said:

'Yes. I am glad to be able to inform the House that negotiations have now been completed. Rolls-Royce, after consultation with Hawker Siddeley, who owned half of Bristol Siddeley Engines Ltd., before Rolls-Royce acquired it in 1966, have agreed to reduce by £1,600,000 the amount payable by HM Government under the aero engine Repair of Spares contracts placed with BSEL for the years 1959-65. The effect of this is to reduce the profit on these contracts to 20 per cent on costs on the basis of Government accounting conventions. Having regard to the circumstances of these particular contracts (which of course predate the recent agreement between HM Government and industry) the Government regard this as a satisfactory settlement of the outstanding issues raised by the Bristol Siddeley case.'

Secondary radar equipment

Asked what percentage of aircraft using London Airport is fitted with secondary radar equipment, Mr. Roberts said secondary radar was required for flight at or above flight level 250 (approximately 25,000 feet) over the United Kingdom and in some parts of Europe. Transport aircraft using London (Heathrow)

(Continued on next page)

PARLIAMENTARY ANSWERS *continued*

Airport and flying at these levels must be so equipped, but he did not have the information necessary to express their numbers as a percentage.

North London Airport Complex

Asked to say what action was being taken to integrate air navigation systems over the North London Airport Complex, Mr. Roberts said air navigation systems covering the north of London employed facilities recognised and used internationally, namely Very High Frequency Radio Ranges (VOR's), Distance Measuring Equipments, and Non-Directional Beacons. These were already integrated.

'Aircraft fitted with a sufficient scale of Decca equipment may also follow special routes allocated to them in Controlled Air Space and integrated with the general pattern,' continued Mr. Roberts. 'Air traffic patterns are fully integrated in the Controlled Air Space which extends down to 2,500 feet or less in this area. Problems in the air space below this are under study, and any developments proposed as a result will be discussed with the user-interests concerned.'

Mr. Roberts continued, replying to another question, that 'The report of the internal Study Panel set up to examine the air traffic problems in the London Terminal Control Area north of London is under consideration. The report is not intended for publication but, in accordance with normal procedure, any proposals for developing the air traffic control system in the area will be discussed direct with the user interests concerned in the first place, and also in the Civil Aviation Advisory Committee where those interests are represented.'

Modifications to Boeing 707

Mr. Roberts was asked what had been the cost of modification of British Overseas Airways Corporation's Boeing 707/336 purchases to meet British Overseas Airways Corporation's standards; and when these standards were formulated. He said: 'The cost of modification was included in the original purchase price. It was not a question of meeting standards so much as of modifying the lay-out and instrumentation to enable crews to be used interchangeably on these aircraft and the earlier Boeing fleet.'

Area navigation equipment

Answering a question on area navigation systems, Mr. Roberts said: 'The United Kingdom has long advocated internationally the recognition and exploitation of facilities for area navigation. It is not practicable to compel aircraft using British airports to be fitted with equipment for this in advance of the necessary agreement on the systems to be used internationally.'

A further question concerned the percentage of aircraft using London Airport already fitted with area navigation equipment. Mr. Roberts said some British and foreign aircraft using Heathrow carried self-contained navigational equipment capable of application for an area navigation function. Some others were equipped to use the Decca area navigation system, utilizing transmissions from ground stations. Owing to the number and variety of aircraft employed on the international routes concerned, operated by more than 50 airlines, it was not possible to state what percentage of them was equipped to use these various systems.

Soundproofing of homes

A Member asked to what extent the British Airports Authority had made grants towards the soundproofing of homes in the vicinity of its airports; and what was the average grant per home. Mr. Roberts said: 'The British Airports Authority had paid £337,791 up to November 30, 1969 towards the sound insulation of 3,049 dwellings in the vicinty of Heathrow, out of approximately 60,000 eligible. The average amount paid up to the end of 1968, when the rate of grant was 50 per cent with a maximum of £100 per dwelling, was approximately £97. The average since with a grant rate of 60 per cent and an increased maximum of £150 per dwelling was approximately £125.

Safety of aircraft

Asked what further steps he was taking to ensure safety of aircraft and passengers at Heathrow Airport, following the recent and further near collision of aircraft there, Mr. Roberts said: 'The introduction of measures to promote the safety of traffic at Heathrow is a constant and continuing process. Following the recent incident the Board of Trade and Ministry of Defence are together examining whether any immediate steps should be taken, and a further examination will be made when the outcome of the investigation by the Chief Inspector of Accidents is known.'

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

Safety of trawler crews

Mr. Roy Mason, President of the Board of Trade, was asked to make a statement giving details of his most recent plans for improving the precautions and equipment of trawlers for the safety of their crews at sea. He said: 'The implementation of the recommendations in the Holland-Martin Committee's report continue to receive urgent attention in consultation with the industry and at the moment I have nothing further to add to the answer which I gave on November 19.'

Aircraft noise

Several questions on aircraft noise were answered by Mr. Roberts. When asked if he would publish in the Official Report a list of types of aircraft which land and take off from London Airport in the order of the amount of noise they create, as measured in decibels, Mr. Roberts said ground noise levels of a single aircraft type varied with height, climatic conditions, all up weight and operating procedures. An accurate comparison of the intrinsic noise of various types postulated standardized operating techniques and conditions and sophisticated measurement and correction procedures. These were in course of being developed for noise certification purposes but as a guide the noise levels in standard conditions of the major types using Heathrow were roughly assessed as follows:

	Lateral	Flyover	Approach
DC8-50	111	117	119
Boeing 707-320	111	118	121
Super VC10	116·5	109·5	114
BAC 111-500	110	100	105·5
Trident 2	114	109·5	110

The unit of measurement is the Effective Perceived Noise Decibel.

THURSDAY, JANUARY 22

Fraserburgh Lifeboat

A Member asked if a statement could be made on the loss of life in the crew of the Fraserburgh lifeboat. Mr. Roberts said: 'At about midday yesterday in a force 8 gale while answering a call for assistance from the Danish fishing boat, 'Opal', the Fraserburgh lifeboat, 'The Duchess of Kent', capsized. Of the crew of six, one was picked up by a Russian vessel. Strenuous efforts were made by a Russian factory ship to right the overturned lifeboat and when this was achieved the bodies of four of the crew were found. One man is still missing. The House, I know, will join me in expressing our deepest sympathy with the relatives of the lifeboat crews, who gave their lives in answering this call for help. It is fitting also to express our appreciation to the masters and crews of the Russian vessels and to everyone else concerned in the rescue of the crew of the 'Opal' and the lifeboat survivor.'

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1969, but any later changes known to have come into operation are shown. 37*s*. 6*d*. (*by post* 39*s*.)

Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569 S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

New Books

The Experienced Manager – a Major Resource, by Alistair Mant. (48 pages. British Institute of Management. £1 5s.) The most recent available statistics indicate that each year some 7-8 per cent of existing managers in British industry attend in- or out-company courses of a week or more. But it appears that the greater part of this capacity is devoted to 'mobile managers' in the fast streams of company promotion systems. A corollary of this is that a much smaller proportion of 'experienced managers' (experienced in their present jobs and staying there for the time being) is receiving job improvement training. These non-mobile experienced managers, however, have great importance, because they represent the majority of all managers. Further difficulties are now being caused by the infusion of business school graduates at the lower end of management. On the other hand many people, and especially senior executives, are quite sceptical about the relevance of much of the post-experience management training available today. These problems have been exercising the Council of Industry for Management Education and the British Institute of Management, with the result that Alistair Mant was seconded by IBM (UK) Ltd. to collect evidence and opinions, and to carry out out an analysis of the management education scene as it relates to the needs of experienced managers. This report represents the result of his work. In it he attempts an analysis of the different types of experienced manager and their needs, and then reviews the facilities provided by the teaching institutions and government departments. He concludes by posing five questions, and suggests that unless attention is turned to them no real sense can be made of resource allocation in the management field. The questions are: Who are the ultimate consumers of management education? What do the consumers want, or need? What theories of learning help the consumer to assimilate and use what is provided? Who is qualified to provide it? Where is the impetus for experimentation and change in improving management education likely to come from?

Attitudes to Industry. *BIM Occasional Paper – New Series OPN5.* (25 pages. British Institute of Management, Management House, Parker Street, London, WC2. 12s.; free to collective subscribers). The Cambridge University Management Group has recently conducted a survey among undergraduates at the University which has been published by BIM as an Occasional Paper. Completed questionnaires were received from 488 science and 419 arts undergraduates, divided fairly evenly between first, second and third year. In his foreword John Marsh, the Director-General of BIM, points out that the survey is very timely since technical colleges, universities and business schools are currently training more and more people to meet the demands of business and industry for qualified staff. "The survey", he writes, "provides a wealth of interesting information which warrants more detailed study particularly by those responsible for recruiting this country's future managers. Those undergraduates who are attracted to a career in industry regard the opportunity of responsibility and a potentially high salary as significant features. On the other hand many undergraduates are deterred from considering a career in industry because they feel this will mean not only involvement in the rat-race and loss of identity but consider that they would be working in an unattractive ethical environment. Many also feel that a career in industry would provide little opportunity for being creative and original and offers insufficient intellectual challenge". One of the conclusions which the Group has drawn from its survey is that the long-term interests of industry would be greatly enhanced if undergraduates were given many more opportunities to obtain a true impression of what it offers.

Transportation and Distribution for European Markets, by John Frain. (198 pages. Butterworths. £2 5s. casebound; £1 6s. limp.) Mr. Frain, who is Principal Lecturer in the Department of Management at Waltham Forest Technical College, has set out to produce an essentially practical book directed towards the objective of increasing export trade with Europe; and he has attempted to cater for the needs both of businessmen (especially those approaching European markets for the first time) and of students for examinations such as those of the Institute of Export and the Institute of Marketing. Consequently excessive detail has been omitted so as not to impair the overall balance, though the book does in fact contain a very considerable amount of information. The first section of the book, on transportation, deals with the various means of transport available to the exporter to Europe – train ferry services, road vehicle ferry services, cargo vessels and air freight. There is a chapter outlining United Kingdom port operations and charges; a survey of the facilities and developments at individual British seaports and airports; and particulars on the means available for routing goods into each of the countries of Western Europe. The second part of the book deals with the problems of distribution, covering such subjects as the services provided by export agents, the information and assistance available from the Board of Trade and other bodies in the United Kingdom, the choice between the various methods of distribution in an overseas market, and the establishment of a manufacturing or sales subsidiary company in a European country. The final 40-page chapter examines the pattern of distribution in each European market, with emphasis on the distribution of consumer goods. The brief 'Guide to Further Reading' is rather disappointing.

Australia, New Zealand and the South Pacific, edited by Charles Osborne. (580 pages. Anthony Blond. £6.) The latest volume in Anthony Blond's *Handbook to the Modern World* is concerned essentially with only two countries, the various island territories of the South Pacific accounting for only 35 pages of the book. Australia and New Zealand have consequently been treated in considerable depth, a large number of contributors having been enlisted to write short articles on particular aspects. Although the arrangement of the material on the two countries is not identical, the contributions in both cases range over the historical, constitutional and political backgrounds, all aspects of the economies of the countries, present day social patterns, the arts and the mass media. Through the descriptive and analytical essays, the statistical tables and the maps, an attempt is made to provide a conspectus of every facet of these countries of interest to those concerned with industry, economics, education, journalism, politics and diplomacy. The book is handsomely produced and substantially bound. There are lists of further reading at the end of each essay, but the full index is less easy to use than it should be because of inconsistencies in compilation. A small section of half-tone plates is confined to reproductions of paintings, and photographs of half a dozen modern buildings.

Jane's Freight Containers, 1969-70, edited by Patrick Finlay (720 pages. Sampson, Low, Marston and Company Ltd. £10 10s.). This is the second issue of this world wide survey of containerization and shows some changes in comparison with the previous edition (reviewed in the *Board of Trade Journal*, February 7, 1969, p.333). The second issue is over 120 pages longer and to facilitate easy reference the countries within continents, and ports within countries, have now been placed in alphabetical order. In addition an index of ships, ports, operators, and manufacturers has been included. These changes are welcomed. The first part of the volume provides information on ports and inland transport operations, depots, freight forwarders and non-vessel operating carriers throughout the world. The second lists shipowners giving details of containers and roll-on/roll-off vessels in operation and on order, together with the services provided. There then follows a section on air freight, international standards, and a section on manufacturers of containers, container handling and auxiliary equipment. Container leasing firms are listed, as are various coding systems in operation throughout the world. The ports section has practically been rewritten. Facilities are shown by length of quay and maximum size of vessels, container gantry crane capacities are given where known. One of the important additions is information on the amount of container and roll-on/roll-off traffic moving through each port, where this is available. In his foreword the editor explains that the container and equipment section is not intended as a buyers guide but as a reference work to show the fields in which manufacturers specialize in. In the writer's opinion this section will be used as a buyers guide, i.e. a reference work, and the need for a subject key is still necessary. For those concerned with container operations *Jane's* will be an invaluable source of information.

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Government surplus sales by auction

MINISTRY OF DEFENCE

1970	Stores	Location	Auctioneers
February 4	Vehicles, miscellaneous stores	Auctioneers' Premises	Wolland, Son & Manico (Dept. L), Kinterbury House, St. Andrews Cross, Plymouth. (Tel. 69292.)

Austin and Thames vans; Land Rovers; Bedford coaches; Austin Gipsys; Fordson service van; Mack snow clearing truck; scythe type grass cutter; aluminium sheets; binoculars; asbestos sheets in various sizes; asbestos insulation; signal generators; Henderson pumps; electric motors; hydraulic power pump; hand roller; electric and pneumatic hoists; two SLM marine gearboxes; fork lift trucks; winch; manilla, sisal, nylon and terylene cordage; hydraulic jacks; miscellaneous vehicle spares; wooden casks; miscellaneous electrical and wireless equipment; hand tools; weighing machines; transformers; jerricans; meters and gauges; electric fans; safes; scrap and other batteries; compasses; clocks; watches; pneumatic covers; paint; carton flats; steel studs and bolts; wood and steel boxes; wooden casks; scrap metal; CLOTHING: greatcoats; duffel coats; raincoats; trousers and blouses; vests; jerseys; overalls; boots and shoes, etc.; FURNITURE: stacking chairs; aluminium lockers; desks; aluminium kitchenware; TEXTILES: ground sheets; blankets; sheets; towels; cotton and wool rags; tentage; webbing; and large quantities of miscellaneous items.

February 10-11	Miscellaneous stores, vehiclss	Central Ordnance Depot, Bicester, Oxon.	Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon. (Tel. 08692 2073.)

Austin Gipsys; Land Rovers; Thames hydraulic tippers; Austin canteen van; Bedford mobile kitchens; Bedford Utilabrakes; Thames personnel vans; Thames operations vans; Thames signal vans; Mack truck; Faun-Werke road sweeper; Clarkat tractor; Fowler angledozer; vehicle spares including a large quantity of Bedford spares; alternator set; transformer; generating set; engines; centrifugal pumps; pavement breaker; welding sets; hoists; paintsprayers; winch; rock drill; rectifier; garage cranes; compressors; drilling machine; battery chargers; electrical equipment; twist drills; reamers; plane jacks; gauges; sparking plugs; wire rope and slings; sirens and siren equipment; cobblers' equipment; CLOTHING: shirts; vests; drawers; trousers; women's raincoats; men's raincoats; greatcoats; battledress blouses; motor cyclists' pantaloons; ankle and other boots, etc.; fire fighting equipment including three Coventry Climax fire pump trailers; FURNITURE: carpets; various chairs; tables; wardrobes; dressing tables; chests of drawers; lockers; kitchen equipment; badges; titles; buttons, etc. and a large quantity of miscellaneous items.

February 24	Vehicles, industrial equipment and miscellaneous stores	Ordnance Sub Depot, Barlow, Nr. Selby, Yorks.	Bartle & Son (Dept. L), 52 Merrion Street, Leeds LS3 8JH. (Tel. 0532 20898.)

Land Rovers; Austin and Thames vans; personnel carriers; two-wheeled trailers; diesel and electric fork lift trucks; pallet transporter; drilling and grinding machines; charging plant; welding plant; compressors; transporting and lifting equipment; guillotines and shearing machines; industrial tractors; degreasing plant; hand cranes and runways; washing plant; cable; tyres; electrical, signal and wireless equipment; tool kits and hand tools; hydraulic and screw jacks; binoculars; wrist watches; ironmongery; household and kitchen equipment; steel and wooden boxes; buckets, etc.; TEXTILES: tents; canvas; packs; haversacks; carpets; curtains; groundsheets; webbing; kitbags; camp equipment; CLOTHING: greatcoats; raincoats; battledress; shirts; jerseys; boots; shoes, etc.; HOUSEHOLD AND OFFICE FURNITURE: chairs; tables; wardrobes; lockers; chests of drawers; desks; beds, etc., and large quantities of miscellaneous stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only).

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MINISTRY OF PUBLIC BUILDING AND WORKS

1970	Description of Goods	Location	Auctioneers
February 3	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford & Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: Price 1s. direct from auctioneer. View days: Day preceding and morning of sale.

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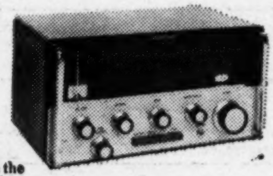

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Statistics

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise.

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
£m. in base year	26,826		21,757	20,125	20,125	11,372	4,916	1,055	1,020	944	1,752	Series in £ million			
1964	105	108	107	107	103	..	116	113	119	124	113	642	411	91	50
1965	108	112	115	114	105	..	121	124	118	127	117	400	262	49	45
1966	110	113	122	120	107	100	124	128	113	128	125	241	147	19	6
1967	112	114	126	126	110	101	133	124	121	138	143	169	–39	10	11
1968	115	120	135	134	112	104	138	128	134	146	143	160	–47	75	95
1967															
3rd quarter	112	114	129	127	111	102	134	122	120	142	146	–33	–25	–10	–21
4th quarter	112	116	129	129	112	104	132	120	118	139	147	76	–30	22	2
1968															
1st quarter	115	118	133	134	114	105	137	120	130	146	147	–74	–100	5	49
2nd quarter	113	119	133	131	109	102	135	120	125	149	144	61	24	22	1
3rd quarter	115	120	135	135	112	103	137	128	133	145	139	40	7	10	5
4th quarter	118	122	138	138	113	104	144	144	146	144	141	133	23	38	40
1969															
1st quarter	115	122	140	138	111	102	131	121	128	137	136	117	120	–11	13
2nd quarter	115	124	139	141	112	104	133	135	136	128	129	52	32	– 8	– 3
3rd quarter	117	123	141	143	113	103	137	142	142			–19	–30	–14	– 1
1969															
July		124				102									
August		123				105									
September		122				103									
October		121 p				103									
November		124 p				104									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports	
	at 1963 prices	at 1958 prices	Index†	% Increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index	Dec. 1963	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956				1963	1963	series in
£m. in base year								Series in thousands			4,983	4,211	£ million
1964	119	124	107·0	*3·3*	103·9	101·9	148·6	361	221	24,566	114	105	–381
1965	123	121	112·1	*4·8*	106·8	104·6	157·9	309	265	24,785	115	112	– 50
1966	118	105	116·5	*3·9*	110·2	107·3	168·5	325	254	24,834	119	120	64
1967	108	114	119·4	*2·5*	108·4	108·2	175·3	515	175	24,476	129	119	–283
1968	108	129	125·0	*4·7*	120·5	112·4	187·3	543	189	24,319	158	147	–265
1969			131·8	*5·4*	125·0 p	115·9 p	197·2	538	200		167 p	167 p	
1967													
3rd quarter	112	105	119·0	*1·7*	107·1	108·4	177·3	555	163	24,502	125	120	18
4th quarter	108	114	120·4	*2·1*	114·5	109·2	179·7	538	182	24,395	137	109	–255
1968													
1st quarter	107	117	122·1	*3·0*	122·9	111·4	184·8	511	184	24,362	156	142	– 91
2nd quarter	104	125	125·0	*4·5*	119·5	112·5	185·8	550	180	24,313	155	139	–101
3rd quarter	104	129	125·7	*5·6*	119·3	112·8	187·7	580	182	24,293	161	151	– 7
4th quarter	107	129	127·2	*5·6*	120·4	113·1	191·0	533	210	24,309	163	155	– 66
1969													
1st quarter	111	133	129·7	*6·2*	122·3	114·1	194·6	499	206	24,324	163	155	26
2nd quarter	119	131	131·8	*5·4*	124·2	115·1	195·4	527	195		169	163	65
3rd quarter	116	131 p	132·0	*5·0*	126·1	116·5	197·5	581	192		167	174	141
4th quarter			133·7	*5·1*	127·3 p	117·8 p	201·1	545	207		169 p	177 p	
1969													
July	115 r	132 p	132·1	*5·3*	124·8	116·0	196·7	577	186		171	164	
August	115 r	132 p	131·8	*4·9*	127·0	116·4	197·2	585	192		166	180	
September	116 r	131 p	132·2	*5·1*	126·4	117·0	198·5	580	199		166	177	
October	118 p	129 p	133·2	*5·4*	125·9	117·5 r	198·7	555	202		169	177	
November	120 p	124 p	133·5	*5·4*	127·4 p	117·8 p	200·3	536	206		168	178	
December			134·4	*4·7*	128·6 p	118·2 p	204·4	545	214		169 p	176 p	
1970													
January								531 p	206 p				

† Not seasonally adjusted.

Index of industrial production for November

THE PROVISIONAL index of production for November 1969, prepared by the Central Statistical Office, is 124 (seasonally adjusted). For manufacturing industry alone the figure is 127.

For the three months September to November 1969, it is provisionally estimated that production as a whole was 1.1 per cent lower than in the preceding three months, June to August 1969; for manufacturing industries alone the decrease was 0.9 per cent.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months.

Seasonally adjusted

1963 = 100

	Total all industries	Mining and quarrying	Manufacturing industries												
			Total	Food, drink and tobacco			Coal and petroleum products	Chemicals and allied industries	Engineering and allied industries						
				Total	Food	Drink and tobacco			Total	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	56	749	84	55	29	7	64	313	90	10	68	15	81	49
1964	108·3	100	108·7	102	100	106	109	110	109	109	108	109	97	108	114
1965	111·7	96	112·4	105	103	109	115	117	113	115	120	109	95	114	117
1966	113·2	90	114·2	109	107	112	122	123	116	123	122	121	93	112	110
1967	113·9	89	114·2	111	108	115	116	130	116	123	123	129	90	106	105
1968	119·8	85	121·2	115	112	122	126	140	122	125	135	137	87	117	113
1968 1st quarter	114	88	114	112	109	116	109	131	115	122	126	130	90	102	106
4th quarter	116	88	117	111	109	115	116	134	118	122	127	132	87	111	109
1968 1st quarter	118	87	118	114	111	120	116	136	119	123	135	135	87	110	111
2nd quarter	119	85	120	112	109	118	126	138	121	125	132	140	88	112	114
3rd quarter	120	84	122	117	113	124	133	141	124	126	137	138	87	121	114
4th quarter	122	84	124	117	113	124	131	145	126	129	135	137	85	124	115
1969 1st quarter	122	81	124	115	113 r	117	140	144 r	125	129	136	144	85	113	121
2nd quarter	124	80	126	118	114	125	136	148	129	138	136	142	86	120	120
3rd quarter	123	80	126	118 r	113 r	128	139	150 r	129 r	142	137	141	85	121 r	117
1969 June	124	81	126	116	112 r	122	135	146 r	130	140	137	143	86	123	119
July	124	81	127	118 r	115 r	124	137	152 r	130 r	144	135	136	85	125 r	119
Aug.	123	79 r	126	121 r	114	133	143	153 r	126	136	141	138	85	118 r	113
Sept.	122	80	125	115	109 r	127	137	146	132 r	145	136	149	85	121 r	119
Oct. p	121	69	124	119 r	113	130 r	140	155 r	123	134	130	134	86	112 r	113 r
Nov. p	124	80	127	119	115	129	141	151	132				86	123	124
June-Aug. (av.)	124	80	127	118	114	126	139	150	129	140†	137†	140†	85	122	117
Sept.-Nov. (av.) p	122	76	125	118	112	128	139	151	129	138†	136†	141†	86	119	119

	Manufacturing industries (continued)													Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Brick, pottery, glass, etc.			Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries		
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement etc.	Pottery and glass					
Weights	60	46	14	88	56	4	27	29	19	10	21	59	25	127	68
1964	113	114	111	105	106	103	104	115	119	109	114	109	112	111	105
1965	118	120	113	108	108	104	107	117	121	110	113	111	117	114	112
1966	111	112	108	107	108	102	106	116	118	112	110	114	120	115	117
1967	105	105	104	103	105	90	101	120	124	112	111	114	123	119 r	121
1968	111	111	108	113	119	93	104	127	130	122	118	118	135	122	128
1967 3rd quarter	103	102	106	102	104	90	102	121	126	113	114	115	124	121	119
4th quarter	106	106	105	107	110	90	102	122	128	111	115	119	128	120	125
1968 1st quarter	106	107	104	110	115	91	104	126	130	119	122	118	130	121	130
2nd quarter	109	110	108	112	118	94	103	127	130	122	115	117	133	123	125
3rd quarter	112	112	110	114	121	94	104	126	129	120	119	118	137	122	128
4th quarter	115	115	112	116	123	95	104	130	132	127	119	120	140	123	129
1969 1st quarter	114	115	112	115	122	97	104	128	126	132	113	122	135	116	142
2nd quarter	117	118	115	118	127 r	95	103	130	129	131	106	122	143 r	122	132
3rd quarter	111	112	108	114 r	122	93 r	103 r	127	127 r	126	110 r	124 r	146	118	131
1969 June	119	121	114	120 r	127	99	107	129	129	128	106	125	142 r		135
July	113	112	113	112 r	119 r	95	101	130	133	125	108 r	125	146		132
Aug.	111	110	114	115 r	121	98	106 r	125 r	127 r	122	112 r	125	148		128
Sept.	110	114	96	116	125	87 r	102 r	125 r	121 r	132	111	123 r	143		132
Oct. p	109	112 r	100	115	122 r	93	104	129	129	128	116 r	123 r			129
Nov. p	114	116	106	116	125	93	102	130	131	127	117	123			136
June-Aug. (av.)	114	114	114	116	123	97	105	128	130	125	109	125			132
Sept.-Nov. (av.) p	111	114	101	116	124	91	103	128	127	129	115	123			133

† Latest available 3 months (August-October) and previous 3 months (May-July).

Some highlights of the provisional results of the census of production for 1968

AN ARTICLE was published in the *Board of Trade Journal* on December 31, 1969, containing preliminary estimates of the principal results of the Census of Production for 1968, together with corresponding information relating to 1963. The article briefly describes the way in which the Census was undertaken and gave its scope and coverage. Some of the limitations of the preliminary estimates were given and the main purpose of the article was to give guidance on the use of the provisional data.

This present article highlights changes between 1963 and 1968 in the industrial structure in the United Kingdom shown by some of the figures in the earlier article, which are summarized in terms of percentage in the accompanying table. Because of the provisional nature of the estimates, the discussion relates to groups of industries (corresponding to Order of the Standard Industrial Classification, revised 1968 – the SIC).

Within the fields of activity covered by the Census (i.e. Orders II-XXI of the SIC), total employment decreased very slightly, by 1 per cent between 1963 and 1968. Manufacturing industries' employment increased by nearly 2 per cent in the same period while there was a fall of 9 per cent in the non-manufacturing sector of the Census, reflecting a reduction of a little more than 200,000 in the numbers employed in coal mining. Both for the manufacturing and non-manfacturing groups of industries, the numbers of operatives fell between the census years whereas the numbers of administrative, technical and clerical employees increased. Indeed the information in the table shows that for each of the industrial groupings identified, the number of operatives either fell more rapidly or increased more slowly between 1963 and 1968 than the number of other employees; operatives accounted for 75 per cent of the total employment in 1968 compared with 77 per cent in 1963.

Within manufacturing, there has been a considerable variation in the change in employment between 1963 and 1968. Instrument engineering (Order VIII), other manufacturing industries (Order XIX – of which the rubber industry, the toys, baby carriages, games and sports equipment industry and the plastics products

PROVISIONAL RESULTS OF THE CENSUS OF PRODUCTION FOR 1968

All establishments in the United Kingdom

Standard Industrial Classification†		Employment 1968						Wages and Salaries 1968					
		Percentage change compared with 1963			Total including working proprietors	Percentage of all Census Industries	Ranking	Percentage change compared with 1963			Total excluding working proprietors	Percentage of all Census Industries	Ranking
		Operatives	Other employees(‡)	Total including working proprietors				Operatives	Other employees(‡)	Total excluding working proprietors			
		%	%	%	Thous.	%		%	%	%	£mn.	%	
Order III:	Food. drink and tobacco	4·5	7·3	5·2	805·6	7·6	3	46·2	44·1	45·6	731·6	6·9	4
Order IV:	Coal and petroleum products	–9·8	–4·2	–8·5	42·9	0·4	20	16·8	26·0	19·8	51·4	0·5	19
Order V:	Chemicals and allied industries	–5·8	1·8	–2·9	410·5	3·9	12	35·3	42·4	38·3	488·7	4·6	10
Order VI:	Metal manufacture	–5·8	9·6	–2·6	560·8	5·3	9	26·4	46·1	31·1	622·8	5·9	7
Order VII:	Mechanical engineering	6·6	18·1	11·0	1,030·6	9·8	2	46·2	60·6	51·1	1,119.8	10·5	2
Order VIII:	Instrument engineering	12·7	29·1	17·8	169·7	1·6	18	48·5	76·6	59·7	164·7	1·5	18
Order IX:	Electrical engineering	0·0	7·8	2·5	767·2	7·3	5	33·3	38·7	35·5	717·9	6·7	5
Order X:	Shipbuilding and marine engineering	–17·0	16·3	–11·8	180·0	1·7	17	12·9	62·4	22·4	193·7	1·8	17
Order XI:	Vehicles	– 5·5	0·2	–3·4	788·9	7·5	4	28·6	44·6	33·3	950·1	8·9	3
Order XII:	Metal goods not elsewhere specified	2·0	13·3	4·2	566·3	5·4	8	40·9	49·2	43·2	529·2	5·0	9
Order XIII:	Textiles	–8·3	6·1	–6·3	701·2	6·6	6	32·5	41·1	34·4	569·1	5·3	8
Order XIV:	Leather. leather goods and fur	–7·3	0·0	–6·6	49·8	0·5	19	21·9	30·7	24·2	40·0	0·4	20
Order XV:	Clothing and footwear	–6·6	4·3	–5·0	475·6	4·5	10	28·7	36·9	30·4	309·7	2·9	15
Order XVI:	Bricks,pottery,glass,cement,etc.	–1·6	13·6	1·0	307·3	2·9	15	37·1	51·7	40·6	315·7	3·0	14
Order XVII:	Timber, furniture, etc.	1·8	7·4	2·9	271·1	2·6	16	41·8	45·6	42·7	259·5	2·4	16
Order XVIII:	Paper, printing and publishing	4·6	7·1	5·9	613·5	5·8	7	49·8	42·1	47·4	674·2	6·3	6
Order XIX:	Other manufacturing industries	13·4	21·4	15·1	336·3	3·2	14	62·1	66·6	63·8	318·7	3·0	13
Orders III to XIX:	ALL MANUFACTURING INDUSTRIES	–0·8	9·5	1·6	8,077·3	76·5	—	37·2	47·5	40·3	8.056·6	75·6	—
Order II, XX and XXI:	NON-MANUFACTURING INDUSTRIES:												
Order II:	Mining and quarrying§	–32·3	–16·9	–31·0	447·5	4·2	11	–19·3	13·3	–16·1	430·4	4·0	12
Order XX:	Construction	–5·9	15·2	–2·6	1,633·7	15·5	1	36·6	58·6	40·5	1.716·8	16·1	1
Order XXI:	Gas, electricity and water	–7·4	15·4	0·1	406·5	3·9	13	24·2	53·3	35·3	457·6	4·3	11
Orders II to XXI:	ALL CENSUS INDUSTRIES	–4·1	9·8	–1·1	10·565·1	100·0	—	32·1	48·2	36·4	10.661·5	100·0	—

† References are to the Standard Industrial Classification, Revised 1968
‡ Administrative, technical and clerical workers but excluding working proprietors
§ Great Britain only

industry account for about 80 per cent of total employment) and mechanical engineering (Order VII) have all experienced an increase exceeding 10 per cent, while in mining and quarrying (Order II) and shipbuilding anl marine engineering (Order X) employment has fallen by more than 10 per cent.

The table includes an analysis showing the proportion of employment in each Order to the total employment in the census field. Construction (Order XX) employs the greatest number with mechanical engineering (Order VII) being the only other group in which the numbers employed exceeded the 1 million mark; between them these two industry groups employed a quarter of the labour force covered by the Census.

While the numbers employed in the census field fell by 1 per cent between 1963 and 1968, the wage and salary bill increased by more than one third with the total remuneration of other employees growing more rapidly than that of operatives. After allowing for the increase in the proportion of non-operatives in the total labour force, remuneration per head of operatives rose slightly more than the average payment to other employees, both for the aggregate of all industry groups and for all manufacturing industries. Generally, a similar pattern emerges for the individual Orders, but there are some exceptions. In mining and quarrying (Order II) and in instrument engineering (Order VIII) for example, the remuneration per head of operatives increased at about half the rate achieved by other employees. In 1968 average remuneration per head was £949 for operatives and £1,254 for other workers.

The other economic indicator for which data is given in the accompanying table is net output, which approximates to the value added to materials by the process of production. (A description of the way in which net output is calculated for Census purposes was given in the earlier article). The measurement of net output is in value terms and the change in net output comprises a change in the physical output of industry (which in turn is affected by changes in the pattern of employment, of capital investment, the pattern of inputs, etc.), and a price effect. There is no satisfactory price indicator which can be used to deflate net output to a constant price (or volume) basis and the following comment has had to be made in value terms, but probably more than half of the increase between 1963 and 1968 in the net output of the census industries in total reflects higher prices.

For the census industries as a whole, the value of net output increased by nearly 47 per cent between 1963 and 1968, some 8 per cent per year; a very similar increase was achieved for all manufacturing industries (Orders III to XIV). With one exception – mining and quarrying (Order II), in which the value of net output declined by 3 per cent between the census years – all the industry groups identified in the table experienced a sizeable growth of net output. The net output of 'other' manufacturing (Order XIX) and mechanical engineering (Order VII) grew most rapidly while metal manufacture (Order VI), shipbuilding and marine engineering (Order X), vehicles (Order XI), textiles (Order XIII), leather, leather goods and fur (Order XIV), and clothing and footwear (Order XV) increased at below the average rate. The picture changes slightly when allowance is made for movements in employ-

(Continued on next page)

Wages and Salaries per head 1968				Net Output 1968				Net Output per head 1968		Standard Industrial Classification †	
Operatives		Other Employees‡									
Value	Percentage change compared with 1963	Value	Percentage change compared with 1963	Percentage change compared with 1963	Value	Percentage of all Census Industries	Ranking	Value	Percentage change compared with 1963		
£	%	£	%	%	£mn.	%		£	%		
855	*44·4*	1.213	*34·2*	*54·0*	2,001·9	*9·5*	3	2,485	*46·4*	Food drink and tobacco	Order III
1.108	*29·4*	1.447	*32·5*	*55·2*	181·4	*0·9*	19	4,229	*69·6*	Coal and petroleum products	Order IV
1 024	*43·6*	1.460	*42·0*	*42·3*	1 389·6	*6·6*	7	3.385	*46·5*	Chemicals and allied industries	Order V
1.069	*34·1*	1,259	*33·7*	*31·8*	1.098·0	*5·2*	10	1,958	*35·4*	Metal manufacture	Order VI
1.016	*37·3*	1,248	*35·9*	*62·1*	2.063·8	*9·7*	2	2.003	*47·4*	Mechanical engineering	Order VII
741	*19·1*	1,269	*36·7*	*59·2*	277·6	*1·3*	18	1,636	*35·2*	Instrument engineering	Order VIII
826	*33·2*	1,155	*28·6*	*50·0*	1.403·3	*6·6*	6	1.827	*46·6*	Electrical engineering	Order IX
1 014	*35·9*	1,311	*39·6*	*29·5*	285·7	*1·4*	17	1,587	*46·6*	Shipbuilding and marine engineering	Order X
1.153	*36·0*	1,334	*39·8*	*38·2*	1.639·2	*7·7*	4	2.078	*42·9*	Vehicles	Order XI
867	*38·3*	1,193	*31·7*	*50·2*	999·3	*4·7*	11	1,765	*44·1*	Metal goods not elsewhere specified	Order XII
742	*44·4*	1,203	*32·9*	*39·4*	1.103·9	*5·2*	9	1,574	*48·8*	Textiles	Order XIII
740	*31·4*	1,273	*30·7*	*31·0*	77·3	*0·4*	20	1.551	*40·1*	Leather leather goods and fur	Order XIV
595	*37·7*	1.065	*31·2*	*36·3*	524·1	*2·5*	15	1.102	*43·4*	Clothing and footwear	Order XV
978	*39·3*	1,247	*33·5*	*48·0*	610·4	*2·9*	14	1.986	*46·6*	Bricks pottery,glass,cement etc	Order XVI
928	*39·1*	1,214	*35·6*	*59·1*	481·5	*2·3*	16	1.776	*54·6*	Timber furniture etc.	Order XVII
1.059	*43·3*	1.268	*32·8*	*48·0*	1,252·4	*5·9*	8	2,041	*41·0*	Paper printing and publishing	Order XVIII
866	*42·7*	1,234	*35·9*	*67·8*	622·9	*2·9*	13	1.852	*45·7*	Other manufacturing industries	Order XIX
917	*38·3*	1,250	*34·7*	*47·6*	16,012·2	*75·6*	—	1.982	*45·3*	ALL MANUFACTURING INDUSTRIES	Orders III to XIX:
										NON-MANUFACTURING INDUSTRIES:	Orders II, XX and XXI
926	*19·2*	1.294	*36·4*	*-3·0*	748·1	*3·5*	12	1.672	*40·5*	Mining and quarrying §	Order II
1,091	*45·1*	1.264	*37·7*	*55·6*	2.850·2	*13·5*	1	1.745	*59·7*	Construction	Order XX
1,032	*34·0*	1.281	*32·9*	*59·8*	1 568·6	*7·4*	5	3.859	*59·6*	Gas. electricity and water	Order XXI
949	*37·7*	1.254	*35·0*	*46·7*	21 179·1	*100·0*	—	2,005	*48·4*	ALL CENSUS INDUSTRIES	Orders II to XXI:

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ment. In terms of net output per head, coal and petroleum products (Order IV) expanded most rapidly.

The absolute level of net output per head in coal and petroleum products (Order IV), at £4,229 in 1968, was substantially greater than the other groups. Gas, electricity and water (Order XXI) and chemicals and allied industries (Order V) also had net output per head in excess of £3,000. Generally speaking net output per head increased by some 40-50 per cent between 1963 and 1968; coal and petroleum products (Order IV), timber, furniture, etc. (Order XVII), construction (Order XX), and gas, electricity and water (Order XXI) increased more than this, while the growth in instrument engineering (Order VIII) and metal manufacture (Order VI) was about 35 per cent.

The table indicates, in terms of the value of net output, the contribution of each SIC Order to the total net output of all Census industries. Wages and salaries are of course a major element of net output – 50 per cent for the census industries in 1968 – and the contribution to total net output of different industries follows quite closely the employment pattern; as with employment, construction (Order XX) and mechanical engineering (Order VII) are the two largest groups. The next most important groups are food, drink and tobacco (Order III), vehicles (Order XI), gas, electricity and water (Order XXI), and electrical engineering (Order IX), and the six groups account for some 54 per cent of the total net output, the same as the proportion accounted for by the six largest groups in employment terms (which differ from the six listed above only by the inclusion of textiles (Order XIII) in place of gas, water and electricity (Order XXI)).

While generally speaking the relative importance of the industry groups is the same in terms of both employment and net output, the construction (Order XX), clothing and footwear (Order XV), and to a lesser extent textile (Order XIII) industries, account for a larger proportion of total employment than of total net output. In food, drink and tobacco (Order III), coal and petroleum products (Order IV), chemicals and allied industries (Order V), and gas, electricity and water (Order XXI) – the latter three industry groups are notably capital intensive – the contribution to the aggregate of net output is greater than to total employment.

The changes in net output which have been described depend in the main upon the changes in the value of sales and of purchases and in any change in the relationship between sales and purchases brought about, for example, by technological innovation. Information about sales and purchases was published in the earlier article, together with an industry analysis of gross output and of the percentage response achieved at the time the provisional results were prepared.

General index of retail prices in December

THE DEPARTMENT of Employment and Productivity announce that at December 16, 1969 the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 134.4 compared with 133.5 at November 18. The rise in the index during the month was due mainly to higher prices for beer and for eggs and fresh vegetables whose prices vary seasonally.

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Activity in the chemicals industry

THIS IS THE FIRST of a series of regular quarterly articles presenting statistics of the chemicals industry. It replaces the half-yearly articles that started in March 1962. The purpose of these articles is to provide figures relating to the various aspects of the industry in as much detail as is practicable and as far as possible on a comparable basis. It is hoped that the amount of information presented in these articles will be increased, and the reliability and comparability of the series will be improved as more information becomes available and analysis of it progresses. A good deal of work is already in train to improve the statistics of the output of this industry as part of the Government Statistical Services' programme of reorganizing industrial statistics. In particular plans are well advanced for the introduction of new inquiries to improve the statistics of the output of general chemicals (MLH 271 of the 1968 SIC), pharmaceuticals (MLH 272) and paint (MLH 274).

Three features of the statistics in this article, compared with those in the previous half-yearly articles, should be noted:

1. The production and price series are for the industry defined as Order V of the 1968 edition of the Standard Industrial Classification. Some important changes affecting the chemicals industry were made when the 1958 SIC was revised. These are set out in a note at the end of this article. In due course other series will be put on to the new classification.
2. The indices of production have been rebased on 1963 and reweighted taking account of the results of the 1963 census of production. The opportunity was taken, in this rebasing, to introduce a number of improvements to the series used.
3. The price indices have been similarly rebased, reweighted and improved.

The following paragraphs provide commentary on the tables.

Production (Table 1)

Two features that this table shows particularly are the faster rate of growth of output of the industry as a whole compared with all manufacturing industries and the diversity of growth between the different sectors.

Over the five year period 1963 to 1968 the annual average rate of growth of 7·0 per cent was substantially faster than that of manufacturing industry as a whole (3·9 per cent). After a sharp increase in output of 10 per cent between 1963 and 1964 the growth of the industry fell to between 5½ and 6½ per cent in the next three years but rose to approaching 8 per cent in 1967-68, despite the existence of certain capacity shortages.

The table shows that a few sectors of the industry have contributed substantially to the fast over-all growth. The fast growth rates of pharmaceuticals and synthetic resins in this period are apparent. Organic chemicals, which are often pinpointed as fast growers, increased as a whole only a shade faster than the chemical industry as a whole. However if the declining sector for coal-based organic chemicals is excluded, a growth rate of 9 per cent per annum is found for the rest. This can be further sub-divided crudely into monomers (which have strong connections with subsequent manufacture of synthetic resins and synthetic fibres) and other organics; a striking difference in growth rates is revealed by this dichotomy with monomers increasing at nearly twice the rate of the chemicals industry as a whole. Synthetic rubber, although only a small sector, grew particularly rapidly in this period. Pesticides also made rapid progress (on account of herbicides).

Other sectors showed slow growth rates although certain product groups within them increased substantially. For example, while the growth of total paint output was small, emulsion paint approximately doubled. Soap and detergents as a whole grew very little, but synthetic detergents grew somewhat faster while soap declined. Inorganic chemicals grew slower than the chemical industry, but oxygen grew rapidly.

The growth sectors of the industry maintained their own dynamic in the period 1963-67, being little affected by short period changes in national output. In 1968, following devaluation, most of the growth sectors of the industry showed sharply faster increases than in the three previous years, although pharmaceuticals only maintained their previous rate of growth. On the other hand, dyestuffs and pigments, which had been on a plateau for two years, rose by 11 per cent.

As far as recent trends in output are concerned, figures up to the third quarter suggest that the percentage increase in 1969 over 1968 will be rather less than that between 1967 and 1968, when it was 8 per cent. After a setback in the first quarter of 1969 output grew strongly. The fall in the first quarter was partly due to technical troubles which particularly affected synthetic resins and organics, and to a sharp fall in 'other chemicals industries,' the figures for which tend to move irregularly. The growth in synthetic resins and organics has since been resumed.

Table 1 also shows the percentage net output weights attributed to the various sectors and (in brackets) the corresponding weights derived from the 1958 based index. The differences between these two sets of weights reflect both differences in growth rates and in price changes between the sectors in the period 1958-1963. The sectors which were fast growers since 1963 had been so in the period 1958 to 1963; although their prices had fallen in that period their relative weights nevertheless increased.

Table 1. Output

Index numbers 1963 = 100

	1968 MLH	Weights	1964	1965	1966	1967	1968	1968 (seasonally adjusted)				1969 (seasonally adjusted)			%Growth rates pa 1963-68
								1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	
Inorganic chemicals	271/1	11·2 (11·7)	111	118	119	124	130	126	130	132	131	133	134	134	5·4
Organic chemicals	271/2	13·7 (10·9)	112	118	122	127	143	133	137	149	150	150	157	162	7·4
Coal tar products		1·9 ..	100	94	90	84	76	82	80	72	68	67	72	64	- 4·4
Monomers		4·5 ..	124	135	147	157	188	168	179	205	203	210	225	230	13·5
Other organic chemicals		7·3 ..	109	113	115	119	132	125	126	136	140	135	137	146	5·7
Other chemicals	271/3	11·2 (13·2)	111	112	117	124	136	131	135	136	142	143	136	136	6·3
Pharmaceutical chemicals and preparations	272	13·0 (11·3)	111	126	145	156	167	164	166	165	174	174	185	201	10·7
Toilet preparations	273	3·9 (3·3)	108	110	117	122	121	130	118	114	122	123	121	116	3·9
Paint	274	7·3 (9·2)	107	107	108	112	118	116	116	117	120	120	121	122	3·4
Soap and detergents	275	4·0 (6·4)	102	101	103	104	108	112	106	108	106	111	116	112	1·6
Synthetic resins and plastics materials	276/1	10·7 (7·9)	114	123	135	147	169	157	163	175	179	175	185	190	11·0
Synthetic rubber	276/2	1·0 (0·1)	122	137	152	160	186	178	182	185	198	200	204	229	13·2
Dyestuffs and pigments	277	6·0 (5·7)	116	137	137	137	152	144	151	154	156	163	158	169	8·7
Fertilizers	278	4·0 (4·3)	101	100	98	106	107	106	108	108	107	96	107	108	1·6
Other chemical industries	279	14·0 (15·9)	105	113	118	129	129	131	123	125	138	128	128	126	5·3
Of which:															
Formulated pesticides, etc.	279/4	1·6 (1·4)	114	121	139	146	166	163	164	153	182	184	178	184	10·7
Total	Order V	100·0 (100·0)	110	117	123	130	140	136	138	141	145	143	148	151	7·0
Total all manufacturing industry			109	112	114	114	121	118	120	122	124	124	126	127	3·9

† The figures in brackets are weights derived from those used in the 1958 based indices of production reallocated to the 1968 SIC.

Imports and Exports (Table 2)

This table presents figures for Section 5 and certain other headings SITC(R) which in total approximate fairly closely to the products of the chemicals industry as defined in Order V of the SIC. The matching is not exact, however, and it is hoped shortly to present figures which correspond more precisely, and in greater detail.

Over the period 1963 to 1967 the value of exports rose by 33 per cent. With the stimulus of devaluation, and tariff cuts in the Kennedy Round, there was an increase of 23 per cent between 1967 and 1968 at a time, also, when world trade was at a high level. There has been a further substantial rise – 13 per cent – in the first three quarters of 1969 compared with a year earlier. It is not possible to measure very reliably the extent to which the rise in exports was accounted for by changes respectively in volume and prices. The volume and unit value indices calculated for Section 5 of the SITC(R) – the major part of trade – suggest, however, that price increases accounted for only a small part of the increase between 1963 and 1967 but for about a third of the rise in 1968. The fast rise in prices seems to have continued in 1969.

The value of imports increased substantially faster than exports between 1963 and 1967 (by 59 per cent). Since then increases have been similar to those in exports – 25 per cent in 1968 and 12 per cent in the first three quarters of 1969. Volume and average value indices for imports are not at present available. It is broadly estimated, however, that in the period 1963 to 1967 very little of the change in value of imports was accounted for by price changes. Between 1967 and 1968, however, price increases accounted for nearly a half of the value change.

Table 2. Imports and exports

	Imports	Exports		
	£m	£m	Volume index	Average value index
1963	219	403	100	100
1964	265	449	112	101
1965	293	481	116	104
1966	307	516	123	106
1967	348	535	131	106
1968	435	656	150	113
1968 1st quarter	109	157	149	111
2nd quarter	106	168	154	113
3rd quarter	111	162	146	115
4th quarter	109	169	150	116
1969 1st quarter	116	168	147	117
2nd quarter	124	192	166	118
3rd quarter	122	192	166	118

The figures of import and export values are at current prices. They are derived from Section 5 and certain other headings of the SITC(R) which in total correspond fairly closely to the products of the chemical industry as defined in Order V of the SIC. The export volume and average value indices relate to Section 5 only of the SITC.

Home Market Prices (Table 3)

While the output of the industry has risen substantially faster than total manufacturing output since 1963, prices have increased markedly more slowly. This was particularly so up to 1967 when home market prices increased by 2 per cent compared with a rise of 11 per cent for all manufactured products. In 1968, following devaluation, there was a sharp increase of 3½ per cent, not all that much less than the just over 4 per cent increase for all home sales of manufactured goods. The rise in chemicals prices has since moderated and in the year to the third quarter of 1969 was less than 1 per cent compared with 4 per cent for all manufactured goods.

There has been considerable variability in price changes between the different sectors of the industry. Particularly notable is that in the three fast-growing sectors of the industry – organics, pharmaceuticals and synthetic resins and plastics materials – prices in 1968, and, still, in the third quarter of 1969 – were lower than in 1963. Elsewhere prices had risen in all sectors, although at varying rates. The largest increases over the five year period were in toilet preparations (21 per cent) and soap and detergents (16 per cent). In the year to the third quarter of 1969 the largest increases have been in soap and detergents (5½ per cent), dyestuffs (5 per cent) and inorganics (3 per cent).

Employment (Table 4)

Employment statistics are not at present available for the industry and its sectors as defined in the 1968 SIC but figures for MLH's 271 to 277 in the 1958 SIC which in total broadly approximate to Order V in the 1968 SIC are given in Table 4. Employment for this definition of the industry rose slightly up to 1966 but fell subsequently and by 1968 was 2 per cent lower than in 1963. For most of the sectors shown in the table employment was lower at the end of the period the main exception being synthetic resins and plastics materials where employment rose by about a third over the period.

The provisional results of the 1968 census of production published recently, provide employment figures for 1963 and 1968 for Order V of the SIC. They show changes between the two years broadly consistent with those in table 4; for the industry as a whole they show a fall of 3 per cent.

Table 4. Employment

Thousands

	1958 MLH	1963	1964	1965	1966	1967	1968
Chemicals, dyestuffs and fertilizers	271	218·9	220·6	223·6	221·8	224·1	206·0
Pharmaceutical and toilet preparations	272	75.0	75·5	80·0	80·4	77·4	82·4
Explosives and fireworks	273	25·6	25·8	27·9	30·9	27·2	24·2
Paint and printing ink	274	47·1	47·1	47·8	46·6	45·4	43·2
Vegetables and animal oils, fats, soap and detergents	275	42·0	42·0	38·9	39·1	38·1	34·6
Synthetic resins and plastics materials	276	30·1	31·4	37·0	37·6	38·7	40·7
Polishes, gelatine, adhesives, etc.	277	13·9	13·6	15·1	14·3	14·7	13·4
Total		452·6	456·0	470·3	470·7	463·6	444·5

Capital Expenditure (Table 5)

Fixed investment statistics are at present available only for Order IV of the 1958 SIC *less* mineral oil refining (MLH 262).

The pattern of fixed investment in the industry in recent years is well known, with a strong rise after 1963 to a peak in 1966 followed by a sharp fall in 1967 and small increase in 1968. There was a marked recovery in the first three quarters of 1969 where expenditure was 12 per

(*Continued on next page*)

Table 3. Home market price indices

	1968 MLH	1964	1965	1696	1967	1968	1968				1969		
							1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.
Inorganic chemicals	271/1	101·2	101·9	105·5	105·9	110·0	109·8	109·9	110·2	110·2	110·9	112·6	114·5
Organic chemicals	271/2	96·6	96·6	96·2	96·2	98·1	97·9	98·0	98·3	98·3	98·5	98·3	97·8
Pharmaceutical chemicals and preparations	272	99·0	97·3	94·4	95·4	94·7	95·3	95·6	95·6	95·0	94·7	94·6	94·6
Toilet preparations	273	103·5	109·3	113·3	114·5	121·2	120·2	121·5	121·5	121·6	122·2	123·0	124·0
Paint	274	100·4	101·4	101·6	101·7	103·9	102·1	103·9	104·7	104·8	104·8	104·8	104·7
Soap, synthetic detergents, etc.	275	102·3	108·4	109·0	108·4	111·7	109·6	112·3	112·6	112·4	112·6	114·1	116·7
Synthetic resins and plastics materials	276/1	98·0	96·1	95·3	93·4	95·6	95·2	96·1	95·8	95·7	95·9	96·4	96·5
Dyestuffs and pigments	277	100·0	113·7	113·9	113·6	113·3	113·8	113·1	114·1	114·2	115·7	119·2	119·8
Total	Order V†	100·1	101·0	101·7	102·1	105·6	104·9	105·7	105·7	105·5	105·7	105·9	106·7

† This price index refers only to sales outside the chemicals industry, including sectors not shown above.

THE CHEMICALS INDUSTRY, *continued*

cent higher than in the corresponding period of 1968. There was, however, a bunching of expenditure in the final quarter of 1968 to take advantage of the higher level of investment grants. If rough allowance is made for this by averaging the figures for this and the following quarter, expenditure in 1968 is virtually the same as in 1967 and the increase over a year earlier in the first three quarters of 1969 is 16 per cent. The results of the official investment intentions inquiries suggest that in 1970 fixed investment in the chemicals industry will rise faster than the 10 per cent expected for manufacturing industry as a whole.

Table 5. Capital expenditure

£ million

	Current prices	1963 prices
1963	136	136
1964	174	171
1965	228	213
1966	262	231
1967	219	192
1968	235	199
	Actual	Seasonally adjusted
1968 1st quarter	50	45
2nd quarter	56	48
3rd quarter	53	48
4th quarter	77	58
1969 1st quarter	54	47
2nd quarter	64	55
3rd quarter	64	56

The chemical industry is defined here as Minimum List Headings 261 (Coke ovens). 263 Lubricating oils and greases) and 271-277 of the 1958 SIC.

Note on the definition of the Chemicals Industry

In previous articles on the chemicals industry, it was defined as Minimum List Headings 271-277 of the 1958 Standard Industrial Classification. These were:

MLH	Sector
271/1	Dyestuffs
271/2	Fertilizers and chemicals for pest control
271/3	Other chemicals
272/1	Pharmaceuticals preparations
272/2	Toilet preparations
273	Explosives and fireworks
274	Paint and printing ink
275/1	Vegetable and animal oils and fats
275/2	Soap, detergents, candles and glycerine
276	Synthetic resins and plastics materials
277/1	Polishes
277/2	Gelatine, adhesives, etc.

The 1968 SIC made some important changes both to the definition of the industry as a whole and to its subdivisions.

The industry as a whole

The most important change was the transfer of MLH 275/1 (Vegetable and animal oils and fats) to the Food Industry. In addition sensitized photographic film and transparent regenerated cellulose film were brought within the industry and classified with synthetic resins and plastics materials; matches were added to explosives; rubber adhesives to adhesives, and surgical bandages wholly of cotton were introduced into a new residual MLH.

The sectors of the industry

In the 1958 SIC MLH 271/3 comprised the following groups:

(i) Inorganic chemicals
(ii) Organic chemicals
(iii) Compressed gases
(iv) Pharmaceutical chemicals

(v) Pigments
(vi) Synthetic rubber
(vii) Miscellaneous chemicals

Three of these groups were removed to other sectors – pharmaceutical chemicals to the pharmaceutical sector, pigments to a dyestuffs and pigments sector and synthetic rubber to a new MLH including also synthetic resins and plasics materials. The remainder was made into a separate MLH which was subdivided into three parts: (i) inorganics, (2) organics and (3) other chemicals (compressed gases being split between inorganic and organic chemicals).

The new pharmaceuticals heading comprised pharmaceutical chemicals from above and pharmaceutical preparations excluding surgical bandages not wholly of cotton. The latter were combined with those wholly of cotton in a subdivision of a new residual heading.

Two other sectors were made more homogeneous. Pesticides were separated from fertilizers and printing ink from paint. The definition of pesticides was clarified as 'formulated pesticides' and of adhesives as 'formulated adhesives.'

The 1968 SIC defines the chemical industry as Order V, the sectors of which are:

MLH	Sector
271/1	Inorganic chemicals
271/2	Organic chemicals
271/3	Other chemicals
272	Pharmaceutical chemicals and preparations
273	Toilet preparations
274	Paint
275	Soap and detergents
276/1	Synthetic resins and plastics materials
276/2	Synthetic rubber
277	Dyestuffs and pigments
278	Fertilizers
279/1	Polishes
279/2	Formulated adhesives, gelatine, etc.
279/3	Explosives and fireworks
279/4	Formulated pesticides, etc.
279/5	Printing ink
279/6	Surgical bandages
279/7	Photographic chemical materials

This definition of the chemicals industry and its sectors will be employed by the Government and also by the chemical EDC in the future whenever possible for industry statistics such as total sales, employment, capital expenditure and wholesale prices. At present only production and wholesale prices indices are constructed on this basis but employment and capital expenditure will go over to it. Import and export figures are collected on an SITC (R) basis in the first instance but a reallocation of headings can furnish estimates using an SIC classification and preliminary estimates are shown in this article.

Inquiry into the catering trades

THE BUSINESS STATISTICS OFFICE is to undertake a large-scale statistical inquiry covering the business done by the catering trades in 1969. The Inquiry, which forms part of the annual inquiries into the Distributive and Services Trades, will be on broadly similar lines to the last inquiry of this kind, which related to 1964, the results of which were published in the *Board of Trade Journal* on May 13, 1966.

The inquiry will be addressed to samples of public houses, restaurants, cafes, fish and chip shops, canteens, catering contractors and licensed clubs, and will ask for information about turnover, stocks and capital expenditure. Firms will be asked to divide their total turnover for the year between the following headings:

Sales of meals and refreshments.
Sales of alcoholic drink.
Sales of tobacco and cigarettes.
Sales of other goods.
Receipts from residential accommodation (including meals where an inclusive charge is made).
Receipts from other services.

Firms with a turnover of under £5,000 for the year, will not be asked to make an analysis of their sales.

Information under the same headings will be sought from all proprietors of licensed residential premises, who in addition will be asked for information about the number of single and other bedrooms, and for turnover and capital expenditure at each of their establishments.

The inquiry will provide information about consumer expenditure and an up-to-date basis for the measurement of current trends in the hotel and catering trades. Questionnaires will be despatched to selected traders in the late spring of this year. Further information about the inquiry can be obtained by writing or telephoning to the Business Statistics Office, Lime Grove, Ruislip, Middlesex, HA4 8RS (Tel. 866 8771, Ext. 18).

Output of the wool textile industry

THE VOLUME of production in the wool textile industry in November was 2 per cent less than in November, 1968.

Statistics issued by the Wool Industry Bureau of Statistics show that in the 11 months January-November deliveries of woven fabrics (excluding blankets) were 3 per cent less than in the same period of 1968 and deliveries of worsted yarn (excluding semi-worsted yarn) were 5 per cent less.

Production of wool and hair tops was 5 per cent less and of man-made fibre tops 16 per cent more.

Output of the wool textile industry

	Consumption	Production			Deliveries			
	Raw wool (clean weight	Tops		Woollen yarn (†)	Worsted yarn (§)	Woven fabrics (excluding blankets) (‡)		Blankets (†)
		Wool and hair	Man-made fibres			Woollen	Worsted	
	Million lb.				Million sq. yds.			
1963	457·8	304·0	42·2	313·1	239·7	176·8	148·6	35·1
1964	418·3	265·2	56·8	325·8	233·3	177·1	148·3	32·9
1965	402·6	247·6	57·1	321·8	227·6	175·3	147·6	32·8
1966	388·2	229·8	62·9	314·7	220·9	168·4	133·9	30·5
1967	359·9	203·1	60·9	304·4	197·6	163·2	131·3	28·7
1968	391·4	213·0	80·2	324·9	216·6	162·4	132·3	32·7
1968 1st qtr.	102·9	57·0	19·0	85·0	54·5	39·8	35·5	9·0
2nd qtr.	100·3	55·9	19·1	81·5	53·8	40·8	32·2	6·8
3rd qtr.	87·5	48·2	19·3	72·0	51·2	40·4	30·0	7·5
4th qtr.	100·6	51·9	22·8	86·5	56·9	41·5	34·6	9·4
1969 1st qtr.	105·4	55·3	23·9	86·3	58·0	37·9	34·9	7·9
2nd qtr.	100·6	52·8	22·7	82·9	57·2	40·8	32·2	10·2
3rd qtr.	84·7	45·7	21·6	66·3	48·9	38·8	29·6	5·6
1968 Nov.	34·0	17·5	8·1	29·9	19·0	13·8	11·6	3·0
Dec.	30·8	15·8	6·3	26·4	16·6	11·9	10·3	2·9
1969 Jan.	38·1	19·6	8·3	32·0	20·0	14·6	12·4	3·2
Feb.	33·6	17·4	7·8	27·5	19·1	11·6	11·2	2·5
Mar.	33·7	18·4	7·8	26·7	18·9	11·8	11·3	2·2
Apr.	33·9	17·2	7·7	28·6	18·6	12·6	10·7	3·2
May	31·8	17·2	7·5	25·7	19·2	14·0	10·5	4·7
June	34·9	18·3	7·5	28·7	19·4	14·3	11·1	2·3
July	30·5	17·9	8·4	22·1	17·1	13·7	10·6	1·3
Aug.	23·0	10·6	5·0	20·5	14·1	11·0	7·9	1·9
Sept.	31·2	17·3	8·1	23·7	17·8	14·1	11·1	2·4
Oct.	33·5	17·4	9·0	27·5	21·2	13·7	11·9	2·7
Nov.	30·5	16·0	8·6	25·3	18·3	12·9	11·3	2·3

(†) Estimated. (‡) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components. (§) From January 1969 includes semi-worsted yarn; previously yarn of this type was not separately distinguished and the small quantities involved were divided between the woollen and worsted yarn headings. In November deliveries of semi-worsted yarn were 1·4 million lb.

Production in the cotton industry

THE VOLUME of production in the cotton industry (including the processing of continuous filament yarns of man-made fibres) in November was 2 per cent less than in November 1968.

Statistics issued by the Textile Council show that in the period January-November the amount of cloth woven was about the same as in the corresponding period of 1968. Production of single yarn was 1 per cent less and the amount of yarn doubled was 4 per cent more.

Production in the cotton industry

Annual totals and weekly averages

	Single Yarn(†)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (‡)	Spun man-made fibre yarns and mixture yarn inc. waste	Cotton yarn	Other	Textured yarn (§)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yards	
1963	488·7	127·0	131·4	107·0		1,014·1	560·3
1964	508·1	145·9	136·1	120·0	40·7	1,033·1	610·1
1965	484·8	142·5	131·5	120·3	47·5	1,015·0	624·4
1966	455·7	136·2	123·1	110·2	62·2	915·3	616·6
1967	383·8	124·8	108·1	105·2	78·4	745·0	529·8
1968	377·4	148·7	110·0	114·6	113·6	730·7	554·8
1968 November	7·9	3·4	2·3	2·3	2·9	15·4	11·7
December	6·7	2·9	1·9	2·1	2·4	12·7	9·9
1969 January*	7·5	3·1	2·1	2·4	3·0	14·4	11·5
February	7·5	3·1	2·2	2·5	3·2	14·7	11·8
March	7·7	3·0	2·1	2·7	3·1	14·9	12·1
April*	7·0	2·8	2·0	2·5	2·8	13·9	11·0
May	7·5	3·3	2·1	2·7	2·8	14·4	11·6
June	6·6	3·0	1·9	2·4	2·8	15·0	11·8
July*	5·3	2·3	1·6	2·1	2·2	9·3	8·2
August	7·1	3·3	1·8	2·6	2·4	14·3	11·1
September	6·0	2·8	1·8	2·4	3·0	12·2	10·4
October	7·5	3·5	2·1	2·9	3·0	14·7	12·2
November	7·4	3·6	2·1	2·8	3·3	14·8	12·3

(†)Spun in the cotton industry. (§) Including yarns wholly of cotton waste and mixture yarns of cotton and cotton waste. (‡) Deliveries.

Textile and clothing industries: orders and deliveries

IN THE THREE MONTHS ending November net new orders received by the textile and clothing industries were 3 per cent less than in the previous three months. Deliveries, which were 1 per cent less, exceeded new orders with the result that order books at the end of November were 6 per cent less than at the end of August.

The above comparisons are based on the seasonally adjusted series in the accompanying table.

Textile and clothing industries†

Index numbers of the volume of total orders and deliveries(§)

	Orders-on-hand (end period)		Net new orders		Deliveries	
	April 1959 = 100		Average 1959 deliveries = 100		Average 1959 deliveries = 100	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1960	136		103		103	
1961	104		91		99	
1962	100		92		93	
1963	117		100		95	
1964	124		99		98	
1965	121		98		99	
1966	105		92		97	
1967	114		93		91	
1968	129		99		96	
1967 1st quarter	104	104	89	90	90	91
2nd quarter	107	104	93	88	90	89
3rd quarter	100	105	81	94	88	91
4th quarter	114	114	109	100	96	93
1968 1st quarter	117	117	99	97	96	94
2nd quarter	129	125	106	104	95	97
3rd quarter	122	129	85	100	92	96
4th quarter	129	129	107	97	100	96
1969 1st quarter	133	133	103	101	99	97
2nd quarter	135	131	101	99	100	102
3rd quarter p	124	131	82	96	92	97
1968 August	123	126	86	106	90	96
September	122	129	99	106	100	98
October	123	127	108	90	106	95
November	129	126	125	102	108	99
December	129	129	88	99	87	95
1969 January	130	130	94	99	91	95
February	133	133	110	105	103	98
March	133	133	103	97	102	97
April	135	134	101	100	95	99
May	137	132	102	98	99	101
June	135	131	101	100	105	105
July p	133	132	80	97	87	94
August p	128	132	75	92	89	95
September p	124	131	91	97	103	100
October p	125	129	107	90	104	94
November p	127	124	112	92	106	97

(†) Wool, hosiery (and other knitted goods) made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibres industries. (§) At constant (average 1958) prices.

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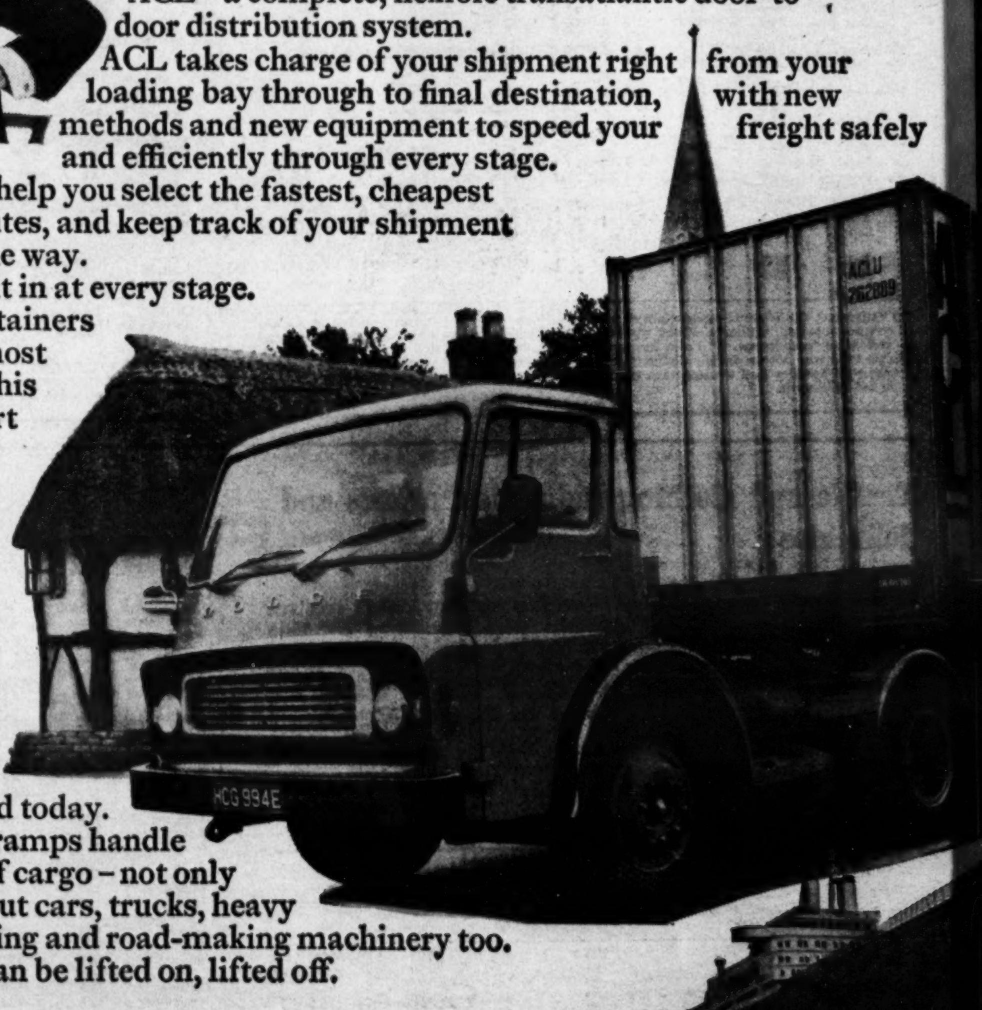

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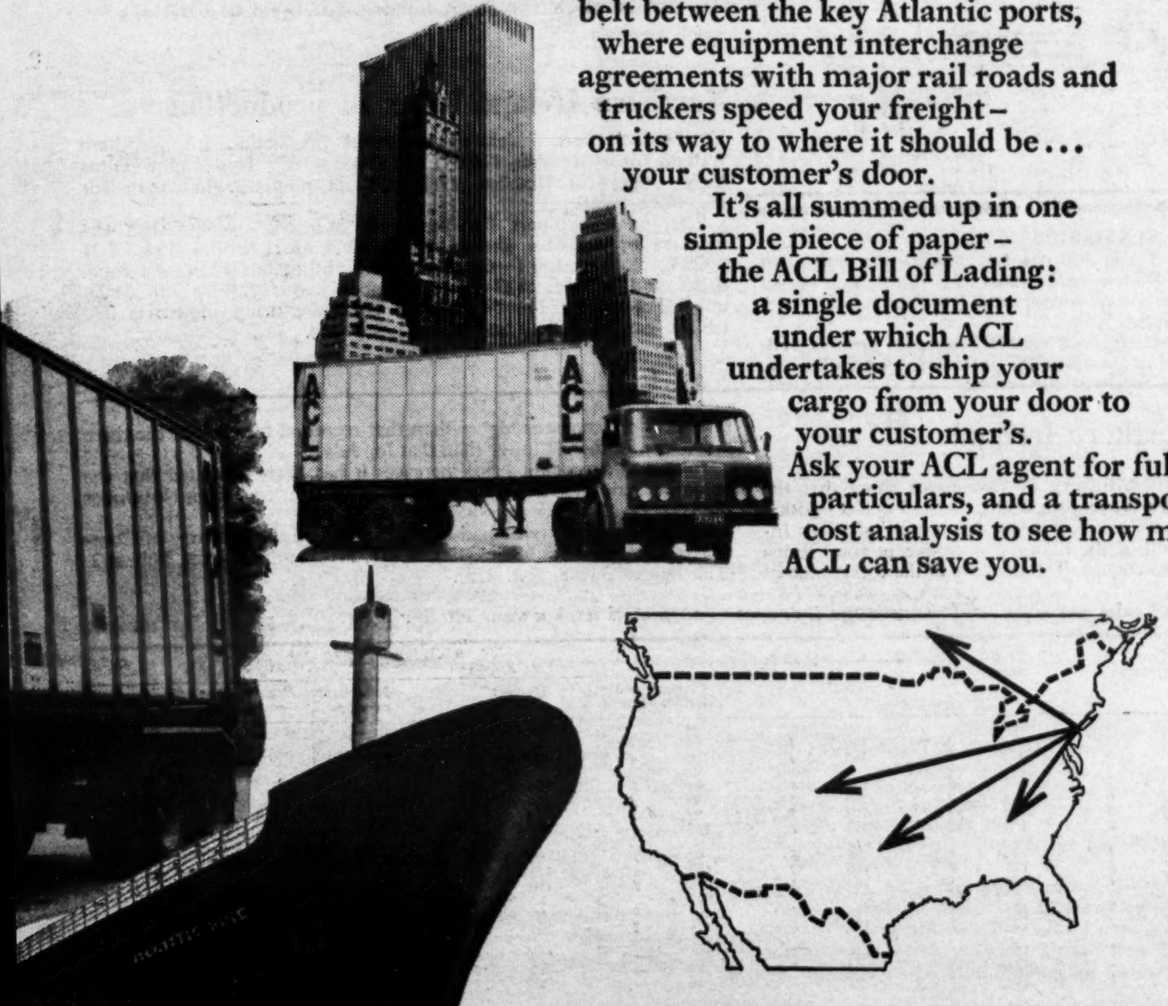

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Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in November showed a decrease of 14 per cent on a year earlier, compared with decreases of 3 per cent in September and 4 per cent in October.

The value of stocks at the end of November was 15 per cent higher than a year earlier.

Table 1. Total sales and stocks

Index numbers and *percentage increase compared with a year earlier* 1950 = 100

	Value of home sales		Value of stock end period	
1966	110	- 3	..	..
1967	104	- 5	..	..
1968	108	4	..	..
1968 1st quarter	102	10	135	-15
2nd quarter	93	3	129	- 6
3rd quarter	105	1	146	- 2
4th quarter	132	3	126	8
1969 1st quarter	88	-13	153	13
2nd quarter	98	5	138	7
3rd quarter	100	- 4	157	8
1968 November	137	5	134	6
December	113	- 2	126	8
1969 January	62	- 9	129	9
February	90	- 8	143	10
March	113	-19	153	13
April	108	12	143	9
May	96	- 1	149	8
June	90	6	138	7
July	76	- 8	149	12
August	93	- 3	153	7
September	131	- 3	157	8
October	141	- 4	139	3
November	118	-14	154	15

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

Table 2. Analysis by department

Percentage increase compared with a year earlier

	Sales		Stocks‡
	November 1969	Jan.- November 1969	November 1969
Women's knitted outerwear, blouses and skirts	-16	—	33
Women's coats, costumes, furs and raincoats	2	—	25
Women's underwear	-25	- 8	49
Women's hose and children's socks	-25	- 8	-25
Women's millinery	- 1	- 8	7
Haberdashery, ribbons and wool	-14	- 5	12
Children's wear	-23	- 6	54
Men's and boys' shirts, pyjamas and outfitting	-10	- 3	14
Gloves	-18	3	- 5
Piece-goods and nets	-16	-14	-20
Household textiles	-22	- 5	- 7
Floor coverings, furniture and hardware	- 6	- 6	—
Total†	-14	- 5	15

†Including some items not included among the sub-headings. ‡Values at cost.

Note:

These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

Northern Ireland index of production

THE PROVISIONAL index of industrial production for Northern Ireland for November 1969 is 154 (1963=100). This is nine points higher than for October 1969 and six points higher than for November 1968.

The index numbers for the main industrial groups with the increase or decrease shown in brackets are: textiles 194 (+21 points); clothing 136 (−6); engineering and metals 122 (−6); food, drink and tobacco 123 (+11); timber and furniture 158 (+2); mineral products 146 (+7); other manufacturing industries 230 (+27); gas, electricity and water 195 (+15).

Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales for November, 1969, was 115 (1965 = 100), an increase of 4 per cent on the corresponding month of 1968. Increases were recorded in all of the major groups except food shops where there was virtually no change. The increase in the total value of sales of 4 per cent was higher than that recorded for each of the three previous months but lower than that for July.

Taking into account price increases it has been estimated that the volume of sales was down by approximately 2 per cent from November 1968.

Further details may be had on application to the Ministry of Commerce, Index of Retail Sales, Room 311, 21 Linenhall Street, Belfast 2. (Tel. Belfast 34488, Ext. 215).

Index numbers of value of sales per week *and percentage increases compared with a year earlier* 1965=100

	All kinds of business		Food shops		Non-food shops									
					Total		Clothing and footwear shops		Durable goods		Miscellaneous non-food		Department and general stores	
1966	102		106		99		98		98		102		92	
1967	103	1	109	3	100	1	95	-3	99	1	103	2	94	3
1968	109	6	118	8	104	4	100	4	106	7	107	3	101	7
1968 1st quarter	106	7	114	6	101	8	94	7	109	17	106	6	92	6
2nd quarter	109	6	119	7	103	5	97	3	107	13	107	3	96	9
3rd quarter	107	6	115	7	103	5	93	3	103	6	110	4	93	8
4th quarter	115	5	125	12	109	1	115	4	104	-6	104	—	124	5
1969 1st quarter	109	3	126	11	98	-3	92	-1	96	-12	104	-2	88	-4
2nd quarter	115	5	128	8	106	3	103	6	113	6	107	—	102	7
3rd quarter	111	4	120	5	106	3	96	3	110	7	113	2	95	2
1968 November	111	7	127	14	101	2	109	9	99	- 4	97	—	103	8
December	125	2	127	8	124	-1	134	2	104	-13	113	-2	168	5
1969 January	113	7	122	11	108	4	106	—	110	-8	112	10	92	1
February	106	—	126	10	94	-7	86	-4	92	-11	104	-6	74	-14
March	106	1	129	12	92	-7	86	—	86	-17	96	-9	98	—
April	114	3	132	10	103	-2	98	5	106	-3	105	-4	98	-2
May	118	4	130	8	111	2	108	12	113	6	113	-4	104	8
June	113	9	124	8	106	9	104	2	120	15	103	9	105	16
July	116	5	121	7	113	4	104	8	116	7	120	1	100	5
August	113	3	125	8	105	—	92	—	110	5	115	-1	89	—
September	105	3	115	—	99	6	91	1	104	8	103	9	94	-1
October	113	3	123	1	107	4	108	6	114	4	103	—	112	11
November	115	4	127	—	108	7	123	12	106	7	102	5	106	3

Industrial building in 1969

THE FLOOR AREA of industrial development certificates approved in 1969 was 115.9 million square feet, compared with 110.3 million in 1968, a further rise of 5 per cent, after the sharp increase between 1967 and 1968. Approvals in the Development Areas in 1969, at 33.0 million square feet, were lower than in the previous year but still well above the 1967 total. The proportion of Great Britain approvals going to Development Areas, which was around one third in 1967 and 1968, declined to 29 per cent in 1969. These areas contained somewhat less than one quarter of the country's population.

Looking at the four years 1966 to 1969 together, compared with the previous four years in order to iron out the effects of the investment cycle, and allowing for the changed basis of the statistics brought about by the Industrial Development Act in 1966, there was an increase of 46 per cent in total approvals. The increase for the Development Areas was 84 per cent while, by contrast, in the rest of the country the rise was only 27 per cent. This pattern was reflected in the separate countries and regions. In the Northern Region of England, which is wholly Development Area, the rise was 73 per cent and in Scotland, mainly a Development Area, 54 per cent. Wales, of which the larger part has Development Area status, showed an increase of 180 per cent. By contrast in the South East the rise was only 5 per cent. In other regions the rises were Yorkshire and Humberside 50 per cent, East Midlands 41 per cent, East Anglia 67 per cent, South West 22 per cent, West Midlands 26 per cent and North West 43 per cent.

Million square feet

	Great Britain				North	Yorkshire and Humberside	East Midlands	East Anglia	South East	South West	Wales	West Midlands	North West	Scotland
	Total	Development Areas	(†)	Rest										
1961	56·5	15·0	..	41·5	6·5	4·2	3·5	1·8	18·1	2·8	2·5	5·0	7·4	4·9
1962	37·3	9·1	..	28·2	3·0	2·4	2·2	1·8	11·8	2·4	2·1	3·7	4·4	3·7
1963	39·2	12·2	..	27·0	4·2	3·7	2·5	1·5	9·6	2·4	1·6	3·5	5·3	4·9
1964	59·0	20·2	..	38·7	8·2	6·0	3·7	2·5	11·9	4·4	3·2	5·0	8·2	5·9
1965	61·7	24·6	..	37·1	6·2	6·2	3·4	1·8	11·2	3·1	4·5	5·0	9·2	11·0
1966	68·8	28·6	..	40·2	8·2	6·4	4·4	3·8	10·8	3·6	9·3	5·1	9·0	8·2
1967	87·2 (59·7)	28·9 (26·5)	33	58·3 (33·2)	7·5 (7·5)	8·7 (4·6)	6·4 (3·9)	3·6 (2·1)	20·6 (11·1)	6·3 (3·3)	5·7 (5·7)	7·1 (4·0)	11·3 (7·5)	10·1 (10·1)
1968	110·3 (78·9)	37·9 (35·7)	34	72·4 (43·1)	11·9 (11·9)	9·0 (5·8)	7·3 (4·2)	4·8 (2·8)	21·0 (11·1)	6·3 (3·9)	8·8 (8·8)	11·6 (6·6)	17·8 (11·9)	11·8 (11·8)
1969	115·9 (80·6)	33·0 (30·6)	29	82·8 (49·9)	9·9 (9·9)	15·4 (10·7)	6·7 (4·1)	6·3 (4·0)	26·3 (13·9)	6·8 (4·1)	8·3 (8·3)	10·4 (5·9)	16·8 (10·6)	9·1 (9·1)
1967 1st qtr.	27·2 (18·6)	9·8 (8·9)	36	17·4 (9·7)	2·6 (2·6)	3·4 (1·6)	1·7 (1·0)	0·8 (0·5)	5·4 (2·9)	1·9 (0·9)	1·6 (1·6)	2·2 (1·2)	3·5 (2·2)	4·1 (4·1)
2nd qtr.	21·2 (14·5)	6·9 (6·5)	32	14·3 (8·0)	1·4 (1·4)	2·0 (1·2)	0·9 (0·6)	0·8 (0·4)	5·3 (3·3)	1·7 (0·9)	1·5 (1·5)	1·9 (1·1)	2·9 (1·9)	2·7 (2·7)
3rd qtr.	20·6 (14·0)	6·0 (5·5)	29	14·6 (8·5)	0·9 (0·9)	1·8 (1·0)	2·2 (1·4)	0·9 (0·5)	5·6 (3·1)	1·4 (0·9)	1·3 (1·3)	1·7 (0·9)	2·9 (2·3)	1·8 (1·8)
4th qtr.	18·3 (12·5)	6·3 (5·7)	34	12·0 (6·8)	2·6 (2·6)	1·5 (0·8)	1·6 (0·9)	1·1 (0·8)	4·3 (2·2)	1·2 (0·7)	1·3 (1·3)	1·3 (0·8)	2·0 (1·1)	1·5 (1·5)
1968 1st qtr.	24·6 (18·0)	8·9 (8·4)	36	15·6 (9·6)	2·6 (2·6)	2·0 (1·5)	1·8 (1·0)	1·6 (1·0)	4·0 (2·0)	1·4 (0·8)	1·7 (1·7)	1·8 (1·0)	3·8 (2·6)	3·8 (3·8)
2nd qtr.	27·2 (19·5)	8·2 (7·9)	30	18·9 (11·6)	3·4 (3·4)	3·0 (1·9)	1·4 (0·8)	0·9 (0·5)	5·3 (3·3)	2·0 (1·3)	1·3 (1·3)	3·9 (2·1)	3·6 (2·5)	2·4 (2·4)
3rd qtr.	31·1 (22·3)	12·6 (11·8)	40	18·6 (10·5)	4·4 (4·4)	2·2 (1·3)	1·6 (1·0)	1·3 (0·7)	6·4 (3·2)	1·5 (0·9)	3·0 (3·0)	2·8 (1·7)	5·1 (3·3)	2·8 (2·8)
4th qtr.	27·5 (19·1)	8·2 (7·7)	30	19·3 (11·4)	1·6 (1·6)	1·9 (1·2)	2·5 (1·3)	1·0 (0·7)	5·3 (2·6)	1·3 (0·8)	2·8 (2·8)	3·1 (1·9)	5·3 (3·5)	2·7 (2·7)
1969 1st qtr.	33·3 (22·5)	9·5 (8·7)	28	23·8 (13·8)	2·6 (2·6)	3·6 (2·3)	2·2 (1·3)	2·0 (1·4)	8·2 (4·0)	2·3 (1·3)	2·4 (2·4)	2·7 (1·6)	4·6 (3·0)	2·5 (2·5)
2nd qtr.	29·9 (20·5)	9·9 (9·0)	33	20·0 (11·5)	3·8 (3·8)	2·1 (1·2)	1·7 (0·9)	1·7 (0·9)	6·9 (3·6)	1·7 (1·1)	2·1 (2·1)	2·8 (1·7)	5·1 (3·1)	2·0 (2·0)
3rd qtr.	25·8 (18·1)	6·8 (6·5)	26	19·0 (11·6)	1·9 (1·9)	3·6 (2·2)	1·4 (1·0)	1·3 (0·9)	5·8 (3·4)	1·5 (0·9)	2·2 (2·2)	2·6 (1·3)	3·3 (2·1)	2·1 (2·1)
4th qtr.	26·9 (19·5)	6·9 (6·5)	26	20·0 (13·0)	1·5 (1·5)	6·0 (4·9)	1·3 (0·9)	1·3 (0·8)	5·3 (2·9)	1·3 (0·8)	1·6 (1·6)	2·3 (1·3)	3·8 (2·3)	2·4 (2·4)

Notes:

The figures relate to schemes, mainly over 5,000 square feet, for both manufacturing and non-manufacturing industry approved during the periods stated: New Buildings, extensions to existing premises and existing buildings turned to industrial use are included.

( ) The figures in brackets are estimates of the floor area which would have been approved on the basis in use before the introduction of the Industrial Development Act in August 1966. The area of industrial development certificates was then extended to include all ancillary space for storage, canteens, etc. In Scotland, Wales and the North of England ancillary space was already being included in areas approved before that date but not in the other regions; because of the lack of comparability the percentage share of Development Areas is not shown prior to 1967.

(†) The figures in this column are Development Area approvals as percentages of Great Britain totals. The places designated as Development Areas under the Industrial Development Act, 1966, are the whole of the North Region, most of Scotland and Wales, and parts of the North West and South West Regions.

The above table is published on behalf of the Ministry of Technology.

New companies registered in Northern Ireland

IN THE MONTH of December, 1969, 31 private companies with a total nominal capital of £220.800 and one private company Limited by Guarantee and not having a share capital were registered in Northern Ireland.

During the period January-December, 1969, 297 companies with a total nominal capital of just over £3.176.000 were registered as compared with 337 companies with a total nominal capital of just over £4,580,000 registered in the same period in 1968.

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Shipping movement at United Kingdom ports

Foreign and coasting trade movement during October, 1969

THE TOTAL NET TONNAGE of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during October, 1969, amounted to 17,625 thousand net registered tons: this was 10.2 per cent more than the corresponding month of 1968. Commonwealth vessels accounted for 7,450 thousand n.r.t.

During the first 10 months of 1969 the total net tonnage of vessels entering and clearing United Kingdom ports with cargo amounted to 168,963 thousand n.r.t., an increase of 5.5 per cent over the tonnage for the same period of 1968.

In the coasting trade there was a 2.4 per cent decrease in the total net tonnage of arrivals and departures with cargo during the month of October, 1969, but little variation from the previous year's figures was shown for the 10-month period.

Note: net registered tons (n.r.t.).

The net registered tonnage is the measure of the size of a vessel and is normally used in the assessment of light, port and dock dues in the United Kingdom. It is obtained by deducting from the gross register tonnage an allowance for the area occupied by machinery, bunkers, water ballast and crew space.

Definitions

(1) The foreign trade statistics relate to voyages from any port abroad to a port in the United Kingdom, or vice versa, or from one port to another in the United Kingdom, so long as the vessel has onboard cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passenger from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having onboard cargo or passengers from or for a port abroad. For example, the coast-wise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specia or mail, except those loading or unloading only Government stores, bunkers or ship's stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ship's stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each subsequent port of call.

Table 1. Shipping Movements at United Kingdom ports

Foreign Trade		Entered					Cleared				
			Thousand Net Tons					Thousand Net Tons			
		Number of Vessels	Total	United Kingdom	Other (†) Common-wealth	Foreign	Number of Vessels	Total	United Kingdom	Other (†) Common-wealth	Foreign
With cargo:	October 1968	6,334	10,182	3,863	266	6,053	4,937	5,808	2,753	179	2,876
	October 1969	6,168	11,276	4,107	316	6,853	5,220	6,349	2,794	323	3,232
	10 months ending October 1968	63,422	103,173	38,822	2,536	61,815	48,842	56,926	26,995	1,582	28,349
	10 months ending October 1969	63,469	109,087	40,868	3,204	65,015	50,194	59,876	26,816	2,339	30,721
In ballast:	October 1968	1,288	2,068	881	55	1,132	2,868	6,458	2,131	122	4,205
	October 1969	1,446	2,286	844	67	1,375	2,537	7,189	2,131	117	4,941
	10 months ending October 1968	14,999	22,806	9,675	618	12,513	30,441	69,574	21,910	1,370	46,294
	10 months ending October 1969	16,228	24,158	10,318	561	13,279	29,674	70,319	22,857	1,434	46,028

(†) Includes Irish Republic and South Africa

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Table 2. Foreign trade entrances and clearances with cargo

Nationality of Vessels	Entered				Cleared			
	Octobe		10 months ended October		October		10 months ended October	
	1968	1969	1968	1969	1968	1969	1968	1969
	Numbers of vessels							
United Kingdom	1,878	1,908	19,056	19,162	1,649	1,698	16,374	16,781
Other Commonwealth (†)	164	181	1,643	1,952	145	203	1,371	1,730
Foreign	4,292	4,079	42,723	42,355	3,143	3,319	31,097	31,683
Total	6,334	6,168	63,422	63,469	4,937	5,220	48,842	50,194
	Thousand net tons							
Commonwealth:								
Registered in United Kingdom	3,863	4,107	38,822	40,868	2,753	2,794	26,995	26,816
Registered in Canada	—	—	—	4	—	—	—	9
Registered in other countries (†)	266	316	2,536	3,200	179	323	1,582	2,330
Total Commonwealth	4,129	4,423	41,358	44,072	2,932	3,117	28,577	29,155
Soviet	156	121	1,233	1,319	47	43	328	413
Finnish	96	143	906	1,038	26	26	295	347
Swedish	475	509	4,738	4,288	214	230	2,367	2,140
Norwegian	1,038	1,356	12,371	12,154	412	382	5,150	50,093
Danish	216	332	2,878	2,873	176	228	2,073	2,160
Polish	28	42	255	313	13	21	133	181
German (Federal Republic)	540	602	5,183	6,051	371	527	3,208	3,844
Dutch	636	569	6,520	6,635	423	338	4,096	4,238
Belgian	218	204	2,314	2,287	193	198	1,091	2,223
French	303	428	3,875	4,598	233	298	2,673	2,993
Spanish	35	45	509	630	40	41	482	547
Italian	168	120	1,438	1,278	72	33	410	243
Yugoslav	36	54	216	198	10	9	78	56
Greek	128	234	1,812	2,252	83	88	704	884
United States of America	253	411	1,052	2,811	266	379	1,819	2,533
Panamanian	201	166	1,688	1,792	52	44	630	478
Liberian	1,262	1,245	10,899	11,777	148	204	955	1,110
Other	264	272	2,928	2,720	97	143	1,047	1,238
Total Foreign	3,053	6,853	61,815	65,015	2,876	3,232	28,349	30,721
GRAND TOTAL	10,182	11,276	103,173	109,087	5,808	6,349	56,926	59,876
Trading Areas:								
Irish Republic	375	602	5,049	6,251	401	513	4,855	5,352
Northern Europe (Foreign)	2,867	3,095	28,767	30,716	2,330	2,639	23,293	2,4423
Europe (Atlantic) and Western Mediterranean Countries	1,292	1,269	14,674	14,660	927	1,012	9,741	10,988
Central and Eastern Mediterranean Countries	1,054	1,234	11,459	10,895	190	134	1,609	1,570
West and South Africa	410	550	4,163	5,214	248	219	2,105	2,158
East Africa, Persian Gulg, India	1,807	2,167	16,903	19,135	299	258	1,986	2,120
Eastern Asia and Islands in the Pacific	204	234	2,127	2,106	182	167	1,575	1,571
Australasia	234	179	2,495	2,731	114	124	1,556	1,298
North America (Atlantic Coast)	1,095	1,363	9,145	9,718	854	989	7,508	7,725
West Indies and Central America (Atlantic Coast)	593	388	5,874	5,101	130	132	1,348	1,271
South America (Atlantic Coast)	118	104	1,128	1,315	74	85	548	706
South and Central America (Pacific Coast)	28	37	234	219	15	5	150	175
North America (Pacific Coast)	88	45	1,124	899	33	64	559	407
Other Areas	17	9	122	127	11	8	93	113
Total Commonwealth Countries	2,252	3,079	22,815	27,920	1,242	1,357	12,309	12,613
Total Foreign Countries	7,930	8,197	80,358	81,167	4,566	4,992	44,617	47,264
TOTAL	10,182	11,276	103,173	109,087	5,808	6,349	56,926	59,877

(†) Includes Irish Republic and South Africa

(Continued on next page)

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SHIPPING MOVEMENT, *continued*

Table 3. Foreign trade arrivals and departures at principal ports

January - October 1969

	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1968	1969		1968	1969		1968	1969		1968	1969	
	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels
Bristol	2,763	2,481	1,365	2,819	2,537	1,409	345	271	365	2,646	2,227	1,116
Cardiff	1,276	1,218	616	1,499	1,526	782	435	525	304	1,512	1,558	701
Dover	6,112	6,702	5,134	10,162	10,944	8,865	5,956	6,643	4,893	10,035	10,843	8,773
Felixstowe	1,615	2,127	2,019	1,770	2,314	2,193	1,433	2,043	1,831	1,648	2,257	2,103
Folkestone	387	435	348	1,048	1,165	853	423	334	268	1,043	1,143	832
Grimsby (including Immingham)	3,279	3,903	2,294	3,711	4,512	2,615	1,602	1,657	1,334	3,794	4,567	2,659
Harwich	5,635	6,993	3,578	5,775	7,449	3,879	5,629	7,085	3,724	5,703	7,477	3,908
Holyhead	2,025	1,917	1,533	2,169	2,034	1,602	1,859	1,816	1,398	2 012	1,916	1,463
Hull	4,332	4,282	4,067	4,651	4,644	4,296	2,383	2,342	2,307	4,386	4,375	3,873
Lancaster	39	11	55	59	42	148	20	34	130	21	37	139
Liverpool	11,645	11,258	4,155	13,270	13,145	4,797	5,059	5,277	2,830	13,065	12,449	4,434
London	24,743	23,676	11,097	29,761	29,538	13,321	11,553	10,741	7,395	29,131	28,331	13,691
Manchester	5,016	4,212	2,385	5,352	4,461	2,716	1,387	1,420	1,773	4,477	4,228	2,733
Middlesbrough	3,940	4.820	1,412	4,915	5,676	2,024	1,774	1,547	1,546	5,265	5,506	2,140
Milford Haven	6.734	9,405	409	8.098	11,222	1,117	1,660	1,977	582	7,805	10,999	980
Newhaven	828	912	1,068	838	935	1,097	786	872	967	834	928	1,075
Newport	1,242	1,255	665	1,636	1,512	806	784	604	607	1,811	1,634	835
Plymouth	245	213	418	388	327	647	152	111	362	351	322	669
Port Talbot	866	653	455	938	701	572	139	139	317	924	673	569
Southampton	13,851	13,091	2,902	17,716	16,473	3,729	7,199	6,805	2.593	17,273	16,224	3,614
Swansea	584	833	443	1,341	1,586	958	1,375	1,781	1,387	2,230	2,055	1,473
Tyne Ports	1,787	1,522	1,158	2,617	2,369	1,464	1,198	1,029	827	3,195	2,759	1,513
Glasgow	2,792	2,506	1,040	3,312	3,064	1,219	1,839	1,526	633	3,872	3,310	1,259
Grangemouth	1,266	1,308	1,010	1,572	1,669	1,233	1,081	1,279	958	1,504	1,846	1,383
Greenock	1,777	2,109	181	2,285	3,041	340	223	523	55	1,960	2,975	286
Leith	594	515	842	674	885	943	243	537	617	561	1,305	1,080
Belfast	1,636	1,938	1,263	1,732	2,038	1,381	348	302	435	1,827	1,512	934
Other Ports	7,691	7,346	15,751	10,791	10,226	20,284	4,832	4,917	11,751	11,095	10,875	20,672
TOTAL	114,700	117,641	67,663	140,899	146,035	85,290	61,717	64,137	52.189	139,980	144,331	84,907

Table 4. Coasting trade arrivals and departures at principal ports

January - October 1969

	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1968	1969		1968	1969		1968	1969		1968	1969	
	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels
Bristol	1,189	1,035	572	1,447	1,472	2,266	462	351	1,293	1,662	1,673	2,610
Cardiff	416	454	711	838	847	1,521	226	160	413	685	796	1,589
Cowes	1,821	2.091	9.607	3,905	4,744	20,314	1,739	1,966	8,783	3,933	4,744	20,329
Hull	737	684	279	982	797	542	315	140	301	1,133	878	779
Immingham	699	549	210	1,569	1,552	929	1,044	1,004	718	1,533	1,565	983
Lancaster	836	926	1,117	1,032	1,096	1,682	980	1,019	1,583	1,037	1,094	1,664
Liverpool	3,435	3,858	3,127	4,550	5,037	4,915	2,669	2,891	3,426	5,096	5,116	5,005
London	5,858	4,880	4,002	7,772	6,394	6,204	1,845	1,391	2,077	7,765	6,159	5,640
Manchester	119	125	164	226	231	335	62	34	61	223	229	311
Middlesbrough	289	108	259	1,418	1,220	1,300	848	920	784	1,261	1,182	1,134
Milford Haven	341	459	116	2,544	3,434	1,412	2,482	3,685	1,449	2,641	3,805	1,538
Portsmouth	336	290	1,399	2,785	3,038	11,956	81	78	821	2,779	3,005	11,950
Preston	1 032	802	1,267	1,100	831	1,331	990	762	1,182	1,172	863	1,395
Southampton	2,702	3,061	9,396	5,160	5,655	12,946	4,452	4,731	9,794	5,108	5,582	12,475
Sunderland	153	178	185	1,182	879	924	921	669	631	1,085	844	830
Swansea	223	269	451	1,831	2,123	3,268	1,228	1,392	2,157	1,438	1,572	2,690
Tyne Ports	527	518	140	2,928	2,590	1,672	1,613	1,311	1,141	2,567	2,232	1,626
Ardrossan	1,138	1,277	1,578	1,295	1,430	1,942	802	842	1,486	1,222	1,316	1,929
Glasgow	562	750	707	1,168	1,332	1,138	266	244	381	779	1,053	1,092
Greenock	1,374	1,102	2,092	1,716	1,343	2,617	1,245	1,137	1,884	1,762	1,424	2,620
Stranraer	1,313	1,388	1,120	1,326	1,398	1,133	1,312	1,386	1,104	1,325	1,397	1,129
Belfast	5,668	5,653	6,489	6,078	5,954	7,068	4,757	4,693	5,356	5,977	5,887	7,328
Other Ports	9,535	9,901	22,121	16,044	16,225	39,274	7,525	7,399	13,793	15,182	15,367	37,513
TOTAL	40,303	40,358	67,109	68,896	69,622	126,689	37,864	38,205	60,618	67,365	67,783	124,159

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Table 5. Shipping movement at United Kingdom ports

		Arrived				Departed			
			Thousand Net Tons				Thousand Net Tons		
		Number of Vessels	Total	Common-wealth (†)	Foreign	Number of Vessels	Total	Common-wealth (†)	Foreign
COASTING TRADE – GREAT BRITAIN									
With cargo:	October 1968	5,574	3,379	2,803	576	5,227	3,283	2,703	580
	October 1969	5,960	3,361	2,809	552	5,440	3,146	2,655	491
	Ten months ending October 1968	59,560	34,025	28,367	5,658	56,406	32,816	27,323	5,493
	Ten months ending October 1969	59,317	34,085	28,254	5,831	54,535	33,262	27,281	5,981
In ballast:	October 1968	4,955	2,696	2,111	585	5,209	2,660	2,079	581
	October 1969	4,755	2,720	2,171	549	5,003	2,618	2,150	468
	Ten months ending October 1968	57,577	28,136	22,625	5,511	60,766	27,828	22,616	5,212
	Ten months ending October 1969	58,779	28,909	23,105	5,804	60,673	27,952	22,750	5,202
COASTING TRADE – UNITED KINGDOM									
With cargo:	October 1968	6,371	4,002	3,381	621	5,861	3,835	3,199	636
	October 1969	6,764	3,983	3,317	666	6,087	3,663	3,075	588
	Ten months ending October 1968	67,623	40,303	33,899	6,404	62,533	37,864	31,746	6,118
	Ten months ending October 1969	67,109	40,358	33,441	6,917	60,618	38,205	31,380	6,825
In ballast:	October 1968	5,044	2,725	2,129	596	5,498	2,821	2,206	615
	October 1969	4,834	2,747	2,188	559	5,285	2,764	2,259	505
	Ten months ending October 1968	58,372	28,593	22,995	5,598	63,651	29,501	23,948	5,553
	Ten months ending October 1969	59,580	29,264	23,366	5,898	63,541	29,578	23,948	5,630

(†) Commonwealth and Irish Republic.

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Orders and deliveries in the engineering industries

FURTHER DATA received during the month has been sufficient to finalise figures for the third quarter of 1969. Provisional figures are shown for October and November.

On a three monthly comparison, and bearing in mind that the October and November figures are provisional it appears that:

(a) both home and export deliveries have shown a modest increase

(b) home net new orders are now increasing at a more rapid rate than export orders.

Production in the mechanical, instrument and electrical engineering industries

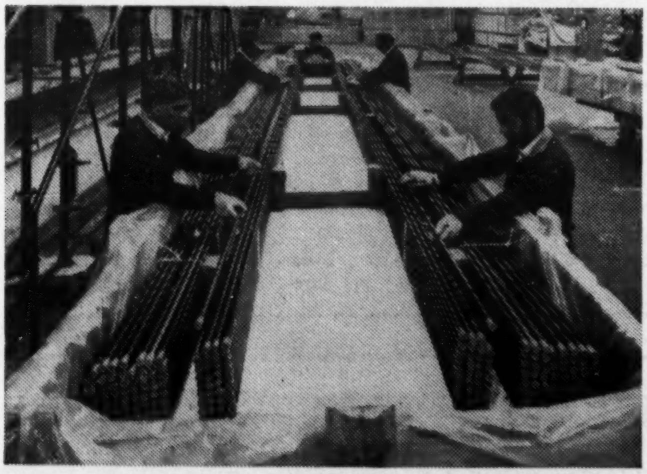
The data is not sufficient to produce reliable index numbers for these industries separately. The three months ended October show little change from the previous three months.

Description of the Statistics

The volume indices of production in Table 1 relate to the engineering and electrical goods industries as defined in Orders VII, VIII and IX of the Standard Industrial Classification. The statistics of orders and deliveries in the engineering industries given in Table 2 relate to the engineering and electrical goods industries as defined in Order VII-IX of the Standard Industrial Classification, together with locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order XI of the Standard Industrial Classification).

To assist in the interpretation of trends in these industries the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences, the seasonally adjusted series still reflects the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review and the seasonal adjustment factors are re-assessed each year as another 12 months' experience becomes available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes.



Packing part of orders for nearly 1½ million feet of precision steel tube for three Italian power stations – La Casella, Piancenza and Torvaldaliga – at the Broadwell Works of Accles & Pollock Ltd., a TI company of Oldbury, Worcestershire. In this picture the tube, in the form of U-bends, has been cleaned and dried and the ends sealed with plastic caps. When all the tubes have been put into the crate the plastic sheets will be wrapped over and dry nitrogen will replace the air in the 'parcel', to prevent any possibility of corrosion.

Table 1. Engineering and electrical goods (S.I.C. orders VII, VIII and IX)

Index numbers of the volume of production and exports

	Production – Seasonally adjusted				Exports
	Total	Mechanical Engineering (†)	Instrument Engineering (‡)	Electrical Engineering (§)	(‖)
	1963=100				1961=100
1963	100	100	100	100	106
1964	109	109	108	109	105
1965	113	115	120	109	111
1966	122	123	122	121	116
1967	126	123	123	129	113
1968	131	126	135	137	126
1967 1st qtr.	122	124	119	121	123
2nd qtr.	125	123	121	127	123
3rd qtr.	125	123	126	128	103
4th qtr.	126	122	127	131	102
1968 1st qtr.	127	122	135	134	132
2nd qtr.	133	126	132	143	128
3rd qtr.	130	126	137	136	116
4th qtr.	133	131	135	135	127
1969 1st qtr.	135	129	136	143	126
2nd qtr.	139	138	136	142	141
3rd qtr. p	141	142	137	141	136
4thtqtr.					
1968 July	129	124	137	134	
August	132	126	139	138	
September	131	126	136	136	
October	132	130	134	134	
November	134	133	136	136	
December	132	131	134	134	
1969 January	129	123	136	138	
February	137	132	131	145	
March	138	132	141	146	
April	139	136	132	143	
May	138	137	138	140	
June	141	140	137	143	
July p	140	144	135	136	
August p	137	136	141	138	
September p	146	145	136	149	
October p	134	134	130	134	
Average:					
Latest 3 months	139	138	136	141	
Previous 3 months	140	140	137	140	
Percentage increase	*– 1*	*– 1*	*– 1*	*1*	

p provisional
(†) Covers Minimum List Headings 331 to 349 of the Standard Industrial Classification.
(‡) Covers Minimum List Headings 351 to 354 of the Standard Industrial Classification.
(§) Covers Minimum List Headings 361 to 369 of the Standard Industrial Classification.
(‖) Quarterly index of the value at constant (average 1961) prices of exports included in Divisions 71, 72 and 86 of the Export List. The coverage is not identical with commodities produced in Orders VII-IX of the Standard Industrial Classification.

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Table 2. Engineering industries (orders VII, VIII and IX and part order XI (†) seasonally adjusted
Index numbers of the volume of orders and deliveries (‡)

	Total			Home			Export		
	Orders on hand (end period)	Net new orders	Deliveries	Orders in hand (end period)	Net new orders		Orders on hand (end period)	Net new orders	Deliveries
	December 1963 (unadjusted = 100)	Average 1963 deliveries = 100		December 1963 (unadjusted = 100)	Average 1963 deliveries = 100		December 1963 (unadjusted = 100)	Average 1963 deliveries = 100	
1963	101	106	100	102	106	100	99	105	100
1964	119	122	109	120	125	113	118	113	102
1965	123	114	112	122	116	115	126	111	106
1966	118	115	119	117	118	121	120	108	112
1967	108	113	120	102	114	125	124	110	107
1968	108	125	125	99	127	129	133	120	115
1967 1st quarter	112	104	119	112	106	122	114	99	111
2nd quarter	113	120	119	110	119	124	121	122	107
3rd quarter	112	117	121	108	119	127	124	112	106
4th quarter	108	109	119	102	111	126	124	104	105
1968 1st quarter	107	119	121	100	119	125	128	120	110
2nd quarter	104	118	127	98	124	130	124	108	117
3rd quarter	104	125	125	96	122	128	130	132	118
4th quarter	108	134	127	99	140	131	133	122	116
1969 1st quarter	111	136	127	99	131	130	145	149	120
2nd quarter	119	155	133	104	146	132	162	174	134
3rd quarter	116	124	133	100	120	133	162	134	133
4th quarter									
1968 July	104	127	124	98	129	129	126	124	112
August	105	124	123	97	119	127	129	136	113
September	104	124	130	96	119	130	130	136	130
October	105	130	123	96	138	128	130	114	108
November	106	135	128	98	141	132	131	122	116
December	108	138	130	99	142	133	133	130	124
1969 January	107	136	126	98	135	128	133	139	121
February	109	138	127	99	129	131	140	158	118
March	111	134	128	99	127	130	145	149	121
April	118	182	126	106	184	129	152	169	121
May	119	146	134	106	137	133	157	169	136
June	119	137	138	104	117	135	162	184	146
July	115	91	126	100	84	125	159	108	128
August	115	137	132	100	137	133	160	138	130
September	116	144	142	100	139	142	162	156	142
October p	118	148	130	102	153	130	163	136	132
November p	120	160	146	105	165	146	164	148	144
Average:									
Latest three months	120	151	139	105	152	139	164	147	139
Previous three months	115	121	132	100	113	131	160	143	135
Percentage increase (§)	*4*	*24*	*6*	*5*	*35*	*6*	*2*	*2*	*4*

p provisional
(†) Engineering and electrical goods (S.I.C. Orders VII, VIII and IX), locomotives and railway track equipment, railway carriage and wagons, heavy commercial vehicles and wheeled tractors (Part S.I.C. Order XI).
(‡) At constant prices.
(§) In the case of orders on hand, the percentage changes compare the level at the end of the latest months shown with the corresponding level three months earlier.

Registrations of British and Foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, January 23, 1970.
Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Mosquito Squadron	Br/E 34566	90	January 21	United Artists Corp. Ltd.	Mirisch Films Ltd.
One of the Missing	Br/E 34569	26	January 22	Cinecenta Film Distributors Ltd.	The British Film Institute.
Movietone News 2120	Br/E 34639	7	January 23	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2120A	Br/E 34640	8	January 23	" "	" "
Pathe News 70-6	Br/E 34586	8	January 23	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 70-7	Br/E 34587	7	January 23	" "	" "
				FOREIGN	
Heartbeat (La Chamade)	F 34563	95	January 20	United Artists Corp. Ltd.	Les Films Ariane, Paris.
Diamond Rush	F 34564	105	January 20	Rank Film Distributors Ltd.	Ceres Films, Paris, and Santos Alcocer, Madrid.
The Insatiables (Gli Insaziabili)	F 34565	101	January 21	Cinecenta Film Distributors Ltd.	Empire Films, Rome and Hape Film GmbH, Munich.
The Sea Gull	F 34567	141	January 22	Warner-Pathe Distributors Ltd.	Sidney Lumet Productions Inc.
Artists at the Top of the Big Top – Disorientated	F 34568	104	January 22	Cinecenta Film Distributors Ltd.	Kairos Film, Munich.
Paddy	F 34570	87	January 22	Twentieth Century-Fox Film Co. Ltd.	Dun Laoghaire Productions Ltd., Dublin.

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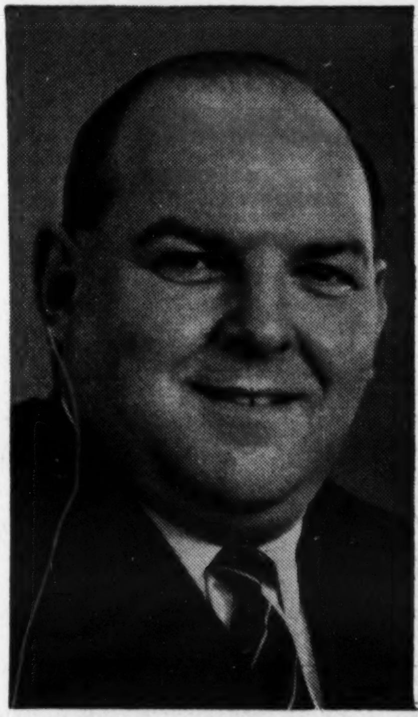
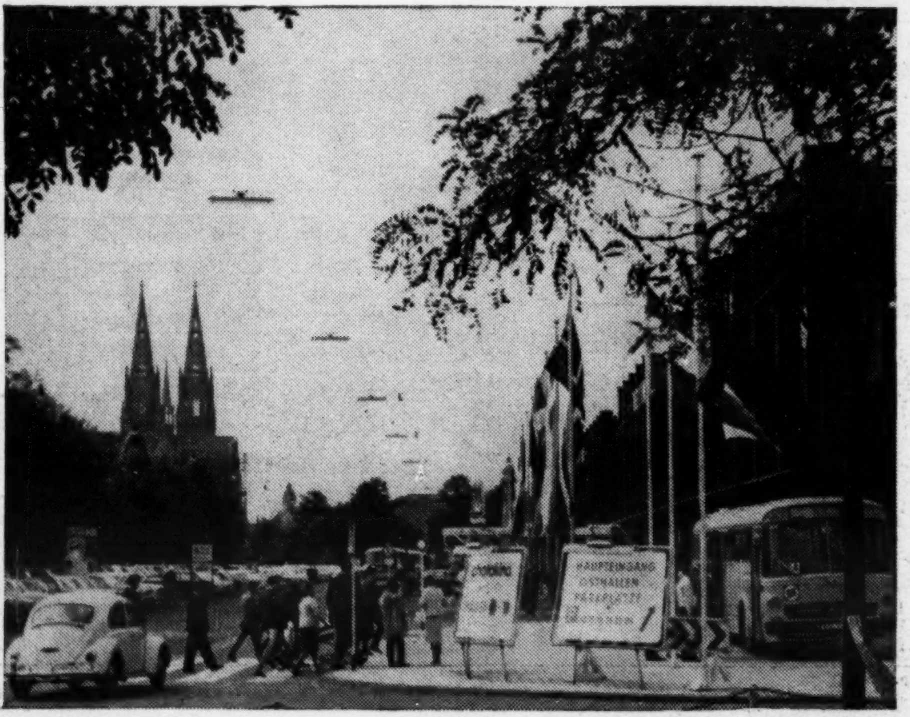


Our representative Mr. G. L. Clarke, a member of the Central Management of our Overseas Branch, London will be visiting the Fair each day, or you can contact him at the Königshof Hotel, Koblenzerstrasse 9, Bonn (tel: 3 18 31)



If you expect to be at the Fair, and need our assistance *before* you travel, we invite you to get in touch with Mr. Clarke in advance, either at Overseas Branch, 60 Gracechurch Street, E.C.3 (telephone 01-606 9944), or through any of our 2,700 branches in England and Wales.

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Exhibitions and Fairs

Paris Technical Fortnight 'could strengthen Anglo-French trading links'

Prospects for expansion in Anglo-French trade are particularly favourable for goods covered by the series of exhibitions comprising the Paris Technical Fortnight, said M. Jean Wahl, Minister Plenipotentiary, Head of the Economic and Commercial Department of the French Embassy, at a luncheon to discuss the Fortnight last week. M. Wahl said that the possibilities of developing trade between the two countries were particularly strong in the fields of industrial machinery and materials, where sales in both directions had been making rapid progress.

The Paris Technical Fortnight, first held in 1962, aims to gather together several specialized exhibitions at the same time. The fifth, which will take place from May 21 to June 10, will group together five complementary technical fairs. These are: Expomat, the 7th International Public Works and Building Exhibition (May 21-31); the 5th Biennial Electrical Equipment Exhibition (May 27-June 4); Mesucora, the forum for manufacturers of measuring, control and automation equipment (May 27-June 4); Europlastique (June 2-10); and the 2nd International Heating, Refrigeration and Air Conditioning Exhibition (June 2-8).

Stressing that the Fortnight should strengthen the links between British and French industrialists, M. Wahl said there were splendid opportunities for co-operation not only through the exhibitions themselves but through the seminars, congresses and colloquia associated with them.

The Board of Trade is supporting a joint venture with the Electronic Engineering Association at Mesucora, and with the London Chamber of Commerce at Europlastique. British companies are exhibiting independently or through agents at the other events.

A specially-commissioned 12-foot high sculpture in 'Perspex', ICI's acrylic sheet, will be a prominent feature outside the £2½ million Britsh Pavilion at Expo 70 when it opens in Japan on March 15. The sculpture is a new conception devised by the artist Arthur Fleischmann, in the picture, who has been working with 'Perspex' for 21 years. Water from a concealed source cascades down the sculpture, filling the gaps between the 60 layers of acrylic and completing the shape of the abstract form. The outline changes constantly as one walks around this three-dimensional construction. The continual movement of the water drops gives the object a living, pulsating quality.

Brighton exhibition goes 'International'

It is hoped that many foreign buyers will visit the Brighton International Trade Fair at the Metropole Exhibition Halls between September 5-12.

After 10 years as host to the Franco-British Trade Fair, Brighton will this year go international.

'Both buyers, and exhibitors, will be coming from Europe, Middle East and Far East, and North and South America,' says Mrs. Nora Potter, secretary of the Federation of Sussex Industries, organizers of the fair.

'The majority of exhibitors will be from Britain with, we hope, buyers from abroad visiting the fair.'

To date, there have been 189 firm acceptances from firms requiring exhibition space. There is room for 266 exhibitors.

First UK group showing at US ceramic show

Large-scale participation in the American Ceramic Society Exposition, to be held at Philadelphia in May, is planned by the British Ceramic Plant and Machinery Manufacturers' Association. In addition to a 500 sq. ft. stand representing the Association's 34 member companies, eight individual firms are taking stands.

The United Kingdom presentation will cover the full range of ceramic production equipment, including heavy clay and whiteware machinery, dryers, kilns and handling plant. This first British group participation in the American exhibition is a joint venture operation in conjunction with the Board of Trade.

PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *- three clear months is a minimum notice - and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* **Board of Trade Journal.**

Comprehensive exhibit at Hanover

At the Hanover Fair in previous years the British Electrical Allied Manufacturers Association Ltd., in conjunction with the Board of Trade, has sponsored some three or four small groups of exhibitors in different locations within the fair. This year will see a comprehensive group of electrical and electronic manufacturers, 25 in number, sponsored by BEAMA and located on one group stand. This site will be linked up with the present British Switchgear Pavilion which has, for the last two years, been occupied by three manufacturers.

This will be the largest single group of British electrical and electronic manufacturers to exhibit at the Hanover Fair and the equipment exhibited will include a wide range of items within the fields of electrical and electronic engineering.

BRIAN WATT
TRANSPORT LTD.
INTERNATIONAL SERVICE
TELEX 54424
TIR

Built for Brian Watt Transport Ltd., Rotherham, this 12-metre, tandem-axle Highway TIR semi-trailer has a special Boalloy body with aluminium sideboards. It is scheduled for regular service between the United Kingdom and Tehran.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Pakistan and USSR

A SCHEDULE for the calendar year 1970 of the commodities to be exchanged under the agreement dated February 28, 1968 between Pakistan and USSR, has recently been announced.

This comprises:

(a) **Exports from Pakistan to USSR**
- Raw cotton
- Raw jute
- Raw wool
- Goat-skins
- Cotton textiles
- Woollen textiles
- Hosiery
- Leather footwear
- Towels and sheets
- Spectacle frames
- Medical and surgical instruments
- Fruit juices
- Tobacco
- Sports shoes (canvas shoes)
- Rice
- Other manufacured goods (jute carpets, sports goods, soda ash, handicrafts including handloom products and others);

(b) **Exports from USSR to Pakistan**
- Machinery and millwork and parts thereof including:
  - Road building and construction equipment
  - Power and electrical equipment
  - Marine diesel engines
  - Pumps and compressors
  - Other types of machinery and equipment
  - Hoisting and transport equipment
- Tractors and agricultural machinery with spare parts and accessories thereof
- Tools and workshop equipment
- Ball and roller bearings
- Pig iron
- Rolled ferrous metals (billets, etc.)
- Zinc
- Sleepers
- Asbestos fibre
- Chemicals and dyestuffs
- Urea
- Ammonium sulphate
- Conductors and cables
- Medical apparatus and instruments
- Medicines
- Scientific instruments, apparatus including measuring instruments, etc.
- Radioactive materials
- Lighting kerosene
- Books
- Other goods to be mutually agreed upon.

Cyprus and Rumania

A PROTOCOL extending until December 31, 1970, the operation of the 1962 Trade and Payments Agreement between Cyprus and Rumania was signed in Nicosia on January 10, 1970. It allows for a level of trade of £800,000 in each direction, compared with £710,000 last year.

All inquiries about this notice and requests for copies of the list of goods to be exchanged should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 309, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2642).

Rumania and Spain

THE *Board of Trade Journal* of December 1, 1967 (page 1419) published details of a trade and payments agreement between Rumania and Spain for the period 1968-1970.

Lists of goods to be exchanged during 1970 have now been published.

The list of Rumanian goods for import into Spain is in two parts, the first showing goods which may enter free of restriction, the second giving quota levels for some restricted items.

The Spanish text may be seen at Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467, 482).

Expansion of European markets for Spring Grove Services' dust control products was discussed at a two-day distributors' conference held in London recently. Distributors from Scandinavian countries, Portugal, Switzerland, Northern Ireland and Eire were briefed by the firm's executives and saw product displays, demonstrations and processing operations.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is Aldermanbury House, Aldermanbury, London. E.C 2 (606 6699). The department has 19 local offices in various parts of the United Kingdom. A list is given on page 238 of July 23 issue of the Board of Trade Journal.

Hints to businessmen booklets

REVISED EDITIONS of the booklets on Mexico and Cameroon have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room C07, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

Caribbean Free Trade Area Agreement leaflet

A SHORT LEAFLET giving some basic information about the Caribbean Free Trade Area Agreement has now been prepared by the Board of Trade. Copies of this leaflet can be obtained from the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

Reports on overseas markets in the Export Service Bulletin

THE FOLLOWING Market Reports have been prepared by HM Commercial Officers in overseas countries, and each describes the prospects in a particular territory for the export of certain goods. In many cases they show that openings exist which are at present not being exploited to the full by British exporters. They were written as a result of special inquiries from daily contacts with British exporters, local consumers, distributors and producers. Information is crosschecked before acceptance.

They thus contain reliable and up-to-date information, collected at first hand on behalf of British industry. While they are not, and do not purport to be, a substitute for market research into openings for the products of individual firms, they do give a general picture of market prospects, the type of competition to be met, the tariff and import licensing positions, which no firm in the industry covered by the report can afford to miss if it is currently exporting or is prepared to consider exporting, to the country concerned.

A subscription to *Export Service Bulletin* which contains much useful information in addition to such Market Reports costs 10 guineas per annum, and single copies may be purchased for 2s.; both are obtainable on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 433).

Market reports by country

Country	Commodity	Bulletin No.
Argentina	The economy and prospects for import of industrial and capital goods	B 230/69
Canada	Footwear	B 211/69
Canada	Medium priced knitwear	B 214/69
Kuwait	Furniture	B 251/69
Spain	Machinery for the Pulp and Paper industry	B 226/69
Spain	Plastics machinery	B 228/69
Sweden	Mechanical handling equipment	B 222/69

Market reports by commodity

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Machinery for the Pulp and Paper Industry	Spain	B 226/69
Mechanical handling equipment	Sweden	B 222/69
Medium priced knitwear	Canada	B 214/69
Plastics machinery	Spain	B 228/69

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

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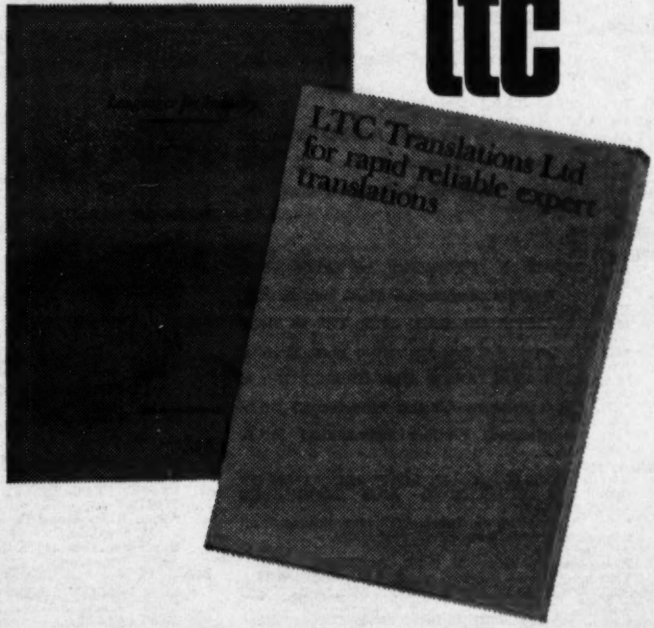

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Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photo copies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2*s. each*) *and specifications, etc.* (*the price of these varies – see individual notices*) *must be accompanied by a remittance for the correct amount in the form of a cheque or postal order* (*not postage stamps*) *made payable to the Principal Accountant, Board of Trade and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.*

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H*19, *Hillgate House,* 35 *Old Bailey, London, E.C.*4 (*Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 (*Deposit Accounts*), *Telex:* 886143, *Answer Back BOTHILLGATE LDN. Telegram: EXSERBRA*).

ALGERIA

Bulletin 12/70
ALGERIAN RADIO AND TELEVISION AUTHORITY:
*8s. (In French.) **Film Editing Equipment.** (Further Information.) E.S.B. 50347/69/J.

Bulletin 13/70
ALGERIAN MINISTRY OF INDUSTRY AND POWER:
Footwear Production Equipment. February 28. E.S.B. 50795/70/J.
Rubber Footwear Production Equipment. February 28. E.S.B. 50796/70/J.

ARGENTINA

Bulletin 11/70
ASTILLEROS Y FABRICAS NAVALES DEL ESTADO:
*23s. (In Spanish.) **Refrigeration Plant.** February 20. E.S.B. 50564/70/J.
MUNICIPALITY OF THE CITY OF BUENOS AIRES:
*52s. (In Spanish.) **Refuse Destruction Plant.** (Further Information.) E.S.B. 41093/69/J.
SERVICIOS ELECTRICOS DEL GRAN BUENOS AIRE":
*60s. **Circuit Breakers.** (Further Information.) E.S.B. 50133/70/J.
*47s. **Transformers.** (Further Information.) E.S.B. 50134/70/J.

Bulletin 12/70
ARGENTINA NATIONAL ADMINISTRATION OF PORT CONSTRUCTIONS AND NAVIGABLE WATERWAYS:
*25s. **Construction of Canal.** (Advance Information.) Closing date not known. E.S.B. 50683/70/J.
AGUA Y ENERGIA ELECTRICA:
Power Plants. February 23. E.S.B. 50692/70/J.
Telecommunication System. March 5. E.S.B. 50716/70/J.
SERVICIOS ELECTRICOS DEL GRAN BUENOS AIRES:
Cable. February 25. E.S.B. 50693/70/J and 50694/70/J.

Bulletin 13/70
SERVICOS ELECTRICOS DE GRAN BUENOS AIRIES:
*46s. (In Spanish.) **Transformers.** (Further Information.) E.S.B. 50375/70/J.

AUSTRALIA

Bulletin 10/70
QUEENSLAND RAILWAYS:
Railway Wagons. Closing date ot stated. E.S.B. 50499/70/J.

Bulletin 11/70
CAPRICORNIA REGIONAL ELECTRICITY BOARD:
*91s. **Regulators.** February 17. E.S.B. 50560/69/J.
STATE ELECTRICITY COMMISSION:
*34s. **Oil Circuit Reclosers.** February 11. E.S.B. 50597/69/J.
*52s. **Shunt Reactors.** February 11. E.S.B. 50596/69/J
MACKAY CITY COUNCIL:
Water Meters. February 9. E.S.B. 50561/70/J.
STATE ELECTRICITY COMMISSION QUEENSLAND:
*54s. **Transformers.** February 11. E.S.B. 50599/70/J.
*27s. **Galvanized Steel Strand.** February 11. E.S.B. 50598/70/J.

Bulletin 12/70
*49s. **Indoor Switchboard.** February 11. E.S.B. 50563/70/J.
STATE ELECTRICITY COMMISSION OF VICTORIA:
***Shunt Reactors and Equipment.** (Further Information.) E.S.B. 50433/70/J.
Switchgear. February 9. E.S.B. 50715/70/J.

Bulletin 13/70
ELECTRICITY TRUST OF SOUTH AUSTRALIA:
*288s. **Reheat Boilers.** (Further Information.) E.S.B. 50307/69/J.

Bulletin 14/70
SOUTHERN ELECTRIC AUTHORITY OF QUEENSLAND:
Turbo Alternator Units. April 17. E.S.B. 50822/70/J.
NATIONAL CAPITAL DEVELOPMENT COMMISSION:
Construction of Office Complex. March 10. E.S.B. 50823/70/J.

BELGIUM

Bulletin 13/70
DIRECTOR GENERALE DES CONSTRUCTION:
Heating Equipment. February 15. XP39/70/J and XP40 70/J

BRAZIL

Bulletin 11/70
CENTRAIS DE FURNAS:
*8s. **Cranes, Rolling Hatch and Intake Gate.** (Prequalification.) February 27. E.S.B. 50600/70/J.

Bulletin 12/70
CIA DO METROPOLITANO DE SAO PAULO-METRO:
Electric Rail System. Closing date postponed to **April 27.** (Further Information.) E.S.B. 51580/69/J.

BURMA

Bulletin 10/70
INDUSTRIAL DEVELOPMENT CORPORATION:
*5s. **Fuel Bowzer.** February 10. E.S.B. 50538/70/J.
MINISTRY OF DEFENCE:
*3s. **Clothing; Blankets; Cotton Sheets.** March 3. E.S.B. 50481/70/J.
MYANMA EXPORT IMPORT CORPORATION:
*3s. **Bearings.** March 31. E.S.B. 50478/70/J.
*3s. **Drilling Unit.** March 31. E.S.B. 50480/70/J.
*6s. **Diesel Engines.** February 15. E.S.B. 50544/70/J.
*3s. **Hacksaw Frames and Blades**: **Measuring Instruments.** February 14. E.S.B. 50547/70/J.
*3s. **Wire Netting; Wire Woven Cloth.** February 16. E.S.B. 50552/70/J.

Bulletin 10/70
PEOPLES OIL INDUSTRY:
*12s. **Steel Taps and Dies.** February 10. E.S.B. 50554/70/J.
*5s. **Dies and Reamers.** February 14. E.S.B. 50498/70/J.
*6s. **Steel Angles, Channel, Beams, Flat Bars, and Plates, etc.** February 13. E.S.B. 50556/70/J.
*8s. and 6s. **Hand Tools.** February 10. E.S.B. 50549/70/J and 50555/70/J respectively.
*4s. **Measuring Tape.** February 9. E.S.B. 50548/70/J.
*10s. **Drill Pipe and Accessories.** February 20. E.S.B. 50545/70/J.
PEOPLE'S BAWDWIN INDUSTRY:
*3s. **Lathes.** March 31. E.S.B. 50464/70/J.
*3s. **Dump Trucks.** March 31. E.S.B. 50465/70/J.
*3s. **Plummer Blocks.** March 31. E.S.B. 50471/70/J.
*3s. **Nails.** March 31. E.S.B. 50472/70/J.
*3s. **Iron Sheets.** March 31. E.S.B. 50473/70/J.
*3s. **Hacksaw Blades.** March 31. E.S.B. 50477/70/J.
*4s. **Files.** March 25. E.S.B. 50479/70/J.
*3s. **Compressor.** March 31. E.S.B. 50463/70/J.
*3s. **Circular and Crosscut Saws.** March 31. E.S.B. 50474/70/J.
*3s. **Pliers.** March 31. E.S.B. 50475/70/J.
*3s. **Steel Shafting.** March 31. E.S.B. 50476/70/J.
PORT OF RANGOON MANAGEMENT BOARD:
*4s. **Drawing Materials.** February 20. E.S.B. 50537/70/J.
PUBLIC WORKS CORPORATION:
*5s. **Tube Well Strainer.** February 14. E.S.B. 50486/70/J.
*5s. **Tiles.** February 13. E.S.B. 50461/70/J.
*4s. **Water Well Casing and Sockets.** February 11. E.S.B. 50487/70/J.

Bulletin 11/70
MYANMA EXPORT IMPORT CORPORATION.
*2s. **Linseed Oil.** February 24. E.S.B. 50535/70/J.
*3s. **Paint.** February 17. E.S.B. 50536/70/J.
*4s. **Pumps.** February 17. E.S.B. 50540/70/J.
*8s. **Tubing and Feeding Conduit.** March 31. E.S.B. 50541/70/J.
*10s. **Hand Tools.** March 31. E.S.B. 50543/70/J.
PEOPLE'S OIL INDUSTRY:
*4s. **Sanitaryware.** February 21. E.S.B. 50593/70/J.
*4s. **Hand Tools.** February 9. E.S.B. 50591/70/J.
*11s. **Fire Fighting Trucks; Trailers and Equipment.** February 20. E.S.B. 50546/70/J.
*7s. **Hand Tools.** February 10. E.S.B. 50550/70/J.
*12s. **Cutters; Cutter Wheels; Drills.** February 10. E.S.B. 50551/70/J.
*3s. **Lead; Zinc Plates; Bearing Metals.** February 16. E.S.B. 50559/70/J.
*3s. **Brooms and Brushes.** February 10. E.S.B. 50558/70/J.
*3s. **Wire Rope Clips.** February 19. E.S.B. 50573/69/J.
*3s. **Copper Sheet.** February 19. E.S.B. 50574/70/J.
*5s. **Nuts and Washers.** February 13. E.S.B. 50557/70/J.
*5s. **Metals.** February 19. E.S.B. 50572/70/J.
*3s. **Paints.** February 19. E.S.B. 50586/70/J.
*3s. **Steel Balls.** February 9. E.S.B. 50578/70/J.

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†*The* **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues* (*it is published daily from Monday to Friday*) *may contain as many as* 500 *calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments'. summarizes the economic conditions in more than* 100 *countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues, costs only* £10 10*s.*

If you would like a specimen copy get in touch with the Editor, **Export Service Bulletin,** *Board of Trade, Room H*19, *Hillgate House,* 35 *Old Bailey, London, E.C.*4 (*Telephone:* 01-248 5757, *Extn.* 7058, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA*), *mentioning the products or countries of special interest to you.*

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*3s. **Tyres and Tubes.** February 18. E.S.B. 50576/70/J.

*3s. **Chain Fencing.** February 17. E.S.B. 50595/70/J.

*4s. **Steel.** February 9. E.S.B. 50592/70/J.

*4s. **Pipe Fittings; Valves.** March 15. E.S.B. 50594/70/J.

*5s. **Screws.** February 19. E.S.B. 50580/70/J.

*4s. **Brass Spring Wire, Brass Sheet, Copper Sheet, Steel Spring Wire.** February 16. E.S.B. 50579/70/J.

*4s. **Hoses.** February 9. E.S.B. 50583/79/J.

*3s. **White Lead Paste, Red Lead Powder.** February 19. E.S.B. 50582/70/J.

*3s. **Fireclay.** February 17. E.S.B. 50581/70/J.

*3s. **Batteries.** February 18. E.S.B. 50577/70/J.

*5s. **Boxwood and Steel Rules, Hand Tools.** February 9. E.S.B. 50590/70/J.

*3s. **Copper Tube.** February 16. E.S.B. 50575/70/J.

Bulletin 13/70

*3s. **Electric Lamps.** March 31. E.S.B. 50781/70/J.

*3s. **Nozzles.** March 31. E.S.B. 50779/70/J.

*2s. **Expanded Metal.** March 31. E.S.B. 50780/70/J.

PORT OF RANGOON MANAGEMENT BOARD:

*3s. **Sanitary Fittings.** February 27. E.S.B. 50775/70/J.

*3s. **Pipes and Fittings.** February 27. E.S.B. 50778/70/J.

*2s. **Glue.** February 24. E.S.B. 50776/70/J.

Bulletin 15/70

PAPER FACTORY AND CHEMICAL INDUSTRIES BOARD:

*12s. **Pulp and Paper Machinery Replacement Parts.** February 28. E.S.B. 50895/70/J.

CANADA

Bulletin 15/70

TRANSPORT COMMISSION:

Substation Equipment. March 9. E.S.B. 50831/70/J.

CEYLON

Bulletin 10/70

CEYLON OIL AND FAT CORPORATION:

Animal Feed Mill Plant. Closing date postponed to February 15. (Further Information.) E.S.B. 52314/69/J.

CEYLON ELECTRICITY BOARD:

***Construction of Power Plant.** (Further Information.) E.S.B. 49898/69/J.

Bulletin 11/70

DEPARTMENT OF HEALTH:

Pharmaceuticals. February 20 and 24. E.S.B. 50645/70/J and 50646/70/J.

Adhesive Plaster, Sanitary Towels. March 3. E.S.B. 50644/70/J.

Bulletin 13/70

CEYLON CEMENT CORPORATION:

*13s. **Workshop Equipment.** February 19. E.S.B. 50719/70/J.

EASTERN PAPER MILLS CORPORATION:

*2s. **Paper and Paper Board.** February 24. E.S.B. 50717/70/J.

CHILE

Bulletin 13/70

EMPRESA NACIONAL DE ELECTRICIDAD:

***Telecommunication Equipment.** Closing date postponed to February 10. (Further Information.) E.S.B. 51591/69/J.

COLOMBIA

Bulletin 12/70

INTERCONEXION ELECTRICA, SA:

Constructional Project. April 7. (Further Information.) E.S.B. 46382/69/J.

Bulletin 13/70

EMPRESA DISTRITAL DE TRANSPORTE URBANOS:

Buses. March 2. E.S.B. 50783/70/J.

CYPRUS

Bulletin 13/70

CYPRUS TELECOMMUNICATIONS AUTHORITY:

*2s. **Computer.** March 16. E.S.B. 50703/70/J.

Bulletin 14/70

ELECTRICITY AUTHORITY OF CYPRUS:

*3s. **Cables.** February 26. E.S.B. 50832/70/J.

ECUADOR

Bulletin 12/70

INSTITUTO ECUATORIANO DE ELECTRIFICACION:

*4s. **Diesel Electric Station.** March 6. E.S.B. 50731/70/J.

GREECE

Bulletin 11/70

MINISTRY OF TRADE:

*4s. **Farming Equipment.** February 16. E.S.B. 50648/70/J.

INDIA

Bulletin 10/70

HINDUSTAN CABLES LTD.:

Copper Tape. Closing date not known. E.S.B. 50445/70/J.

HINDUSTAN SHIPYARD LTD.:

Steel Plates. February 16. E.S.B. 53897/69/J.

Bulletin 11/70

MINISTRY OF RAILWAYS:

***Concrete Sleepers Handling Equipment.** Closing date postponed to February 16. (Further Information.) E.S.B. 42961/69/J.

BEAS PURCHASE ORGANIZATION:

*4s. **Cable.** March 19. E.S.B. 50649/70/J.

DIRECTORATE-GENERAL OF SUPPLIES AND DISPOSALS:

***Furnace.** (Further Information.) E.S.B. 50215/70/J.

HINDUSTAN COPPER LTD.:

*35s. **Drill Hole Magnetometer.** (Further Information.) E.S.B. 50251/70/J.

*33s. **Microsplitters.** (Further Information.) E.S.B. 50255/70/J.

*33s. **Induced Polarization Plant.** (Further Information.) E.S.B. 50257/70/J.

*33s. **Bore Hole Surveying Instruments.** (Further Information.) E.S.B. 50248/70/J.

*35s. **Laboratory Balances.** (Further Information.) E.S.B. 50254/70/J.

*35s. **Ore Prospecting Equipment.** (Further Information.) E.S.B. 50250/70/J.

*33s. **Compasses.** (Further Information.) E.S.B. 50256/70/J.

*31s. **Drill Hole Electro-Magnetic Equipment.** (Further Information.) E.S.B. 50249/70/J.

*34s. **Disc Pulverizer.** (Further Information.) E.S.B. 50252/70/J.

Bulletin 12/70

HINDUSTAN COPPER LTD.:

*37s. **Combination Trolley and Battery Locomotives.** (Further Information.) E.S.B. 50218/70/J.

RAILWAY BOARD:

Cable. March 1. E.S.B. 50633/70/J.

Cables. March 5. E.S.B. 50634/70/J.

Cable Accessories. March 9. E.S.B. 50635/70/J.

Copper Wire Bars. February 23. E.S.B. 50636/70/J.

Railway Wheel Sets. February 21. E.S.B. 50658/70/J.

Bulletin 13/70

DIRECTORATE-GENERAL OF SUPPLIES AND DISPOSALS:

*30s. **Television Monochrome System and Video Tape Recorder.** February 20. E.S.B. 50789/70/J.

IRAN

Bulletin 12/70

IRANIAN TOBACCO COMPANY:

***Cork Tape.** March 8. E.S.B. 50676/70/J.

Cigarette Paper. March 12. E.S.B. 50695/70/J.

Bulletin 13/70

IRANIAN STATE RAILWAYS:

*13s. **Fish Plates.** February 28. E.S.B. 50675/70/J.

IRAQ

Bulletin 10/70

ADMINISTRATION OF DISTRIBUTION OF OIL PRODUCTS:

*5s. **Truck Meters; Strainers; Air Eliminators.** February 14. E.S.B. 50496/70/J.

CENTRAL FOREIGN PURCHASING BOARD:

*6s. **Laboratory Equipment; Dairy Equipment; Apiary Equipment; Surveying Equipment.** February 15. E.S.B. 53960/69/J.

*12s. **Outside Broadcast Vehicle.** (Further Information.) E.S.B. 53632/69/J.

DAIRY ADMINISTRATION:

Cartons. February 10. E.S.B. 50504/70/J.

SULAIMANEYAH CIGARETTE FACTORY ADMINISTRATION:

Cork Paper. February 10. E.S.B. 50503/70/J.

ARMY MARTYRS FACTORIES BOARD:

*3s. **Textile Output Improvement Scheme.** (Further Information.) E.S.B. 53476/69/J.

Bulletin 11/70

DIRECTOR-GENERAL OF RAILWAYS SERVICE:

Workshop Machinery. March 9. E.S.B. 50524/70/J.

MINISTRY OF DEFENCE:

***Mobile Cinema Vehicle.** Closing date postponed to February 22. (Further Information.) E.S.B. 42807/69/J.

STATE ORGANIZATION OF INDUSTRY:

*4s. **Kraft Paper.** February 12. E.S.B. 50605/70/J.

Bulletin 12/70

Cellulose Film; Glassine Paper. February 10. E.S.B. 50671/70/J.

TOBACCO MONOPOLY ADMINISTRATION:

*3s. **Cigarette Paper.** (Further Information.) E.S.B. 50317/70/J.

STATE ORGANIZATION OF INDUSTRY:

Kiln and Conveyor. February 19. E.S.B. 50665/70/J.

VEGETABLE OIL EXTRACTION CO. (PUBLIC):

Printing Equipment. Closing date not known. E.S.B. 56674/70/J.

Mechanical Handling Equipment. February 15. E.S.B. 50673/70/J.

MINISTRY OF OIL AND MINERALS:

*5s. **Cash Safes.** February 10. E.S.B. 50664/70/J.

POSTS, TELEGRAPHS AND TELEPHONES ADMINISTRATION:

Telephone Exchanges. February 10. E.S.B. 50663/70/J.

DAIRY ADMINISTRATION:

Milk Bottles. February 20. E.S.B. 50660/70/J.

JORDAN

Bulletin 14/60

JORDAN PETROLEUM REFINERY CO.:

*1s. (Drawing.) **Safety Caps for Cylinders.** February 14. E.S.B. 50817/70/J.

Octel Anti-Knock Compound. February 14. E.S.B. 50818/70/J.

LEBANON

Bulletin 12/70

DIRECTORATE OF CIVIL AVIATION:

*1s. (Specification only.) **Single Sideband Exciter.** February 17. E.S.B. 50685/70/J.

MALAWI

Bulletin 14/70

GOVERNMENT MEDICAL STORES:

*4s. **Galencials.** February 26. E.S.B. 50824/70/J.

ELECTRICITY SUPPLY COMMISSION OF MALAWI:

Construction of Overhead Line Projects. February 16. E.S.B. 50826/70/J.

MALAYSIA

Bulletin 12/70

DRAINAGE AND IRRIGATION DEPARTMENT:

***Flood Forecasting and Warning Systems.** February 28. E.S.B. 50720/70/J.

NATIONAL ELECTRICITY BOARD:

Transformer and Control Equipment. March 17. E.S.B. 50732/70/J.

Bulletin 13/70

ECONOMIC PLANNING UNIT:

*19s. **Pre-feasibility Study.** February 23. E.S.B. 50784/70/J.

MALTA

Bulletin 10/70

MALTA ELECTRICITY BOARD:

*9s. **Cable.** February 10. E.S.B. 50470/70/J.

*8s. **Fuse Units.** February 10. E.S.B. 50553/70/J.

Bulletin 11/70

*8s. **Copper Wire.** February 10. E.S.B. 50568/70/J.

TREASURY:

Polyethylene Twine. February 12. E.S.B. 50569/70/J.

Boiler Suits. February 12. E.S.B. 50570/70/J.

Aluminium Foil. February 12. E.S.B. 50571/70/J.

MOZAMBIQUE

Bulletin 10/70

PORT, RAILWAYS AND TRANSPORT DEPARTMENT:

*8s. (In Portuguese.) **Telephonic Communication System.** February 12. E.S.B. 50264/70/J.

*48s. (In Portuguese.) **Cranes.** April 4. E.S.B. 50459/70/J.

NEW ZEALAND

Bulletin 12/70

NEW ZEALAND FOREST SERVICE:

*4s. **Outboard Motor.** February 20. E.S.B. 50721/70/J.

DEPARTMENT OF EDUCATION:

*2s. **Pumps.** February 9. E.S.B. 50723/70/J.

Bulletin 13/70

AUCKLAND REGIONAL AUTHORITY:

*3s. **Bulk Water Meters.** March 3. E.S.B. 50811/70/J.

Bulletin 14/70

DEPARTMENT OF EDUCATION:

*2s. **Fraction Collector.** February 9. E.S.B. 50860/70/J.

*2s. **Microscope.** February 9. E.S.B. 50861/70/J.

*4s. **Oxygen Meter.** February 9. E.S.B. 50862/70/J.

*2s. **Tintometer.** February 9. E.S.B. 50863/70/J.

*2s. **Vacuum Pump.** February 10. E.S.B. 50858/70/J.

Bulletin 15/70

*2s. **Spectrometer.** February 10. E.S.B. 50864/70/J.

PAKISTAN

Bulletin 10/70

CHITTAGONG WATER SUPPLY AND SEWERAGE AUTHORITY:

Laboratory Equipment and Chemicals. April 30. E.S.B. 50497/70/J.

Bulletin 11/70

DIRECTORATE OF INDUSTRIES AND COMMERCE:

*3s. **Laboratory Equipment.** February 16. E.S.B. 50655/70/J.

*3s. **Vehicles.** February 14. E.S.B. 50654/70/J.

Diesel Compression Tester. February 17. E.S.B. 50653/70/J.

(Continued on next page)

STALEY, RADFORD (EXPORT CONSULTANTS) LTD.,
LEADENHALL HOUSE
101 LEADENHALL STREET, LONDON, E.C.3
LIVERPOOL REPRESENTATION
TELEPHONE. [illegible]1-285 [illegible] LINES
TELEX: 25226

OPPORTUNITIES FOR EXPORTERS, *continued*

Bulletin 14/70
PAKISTAN WESTERN RAILWAY:
*16s. **Jacks.** (Further Information.) E.S.B. 50270/70/J.
*3s. **Milk Test Bottles.** February 18. E.S.B. 50820/70/J.
*3s. **Ammeter, Voltmeters.** February 19. E.S.B. 50821/70/J.
DIRECTORATE OF SUPPLY:
*12s. **Books and Journals.** February 9. E.S.B. 50825/70/J.

SAUDI ARABIA

Bulletin 12/70
ROYAL SAUDI ARABIAN AIR FORCE COMMAND:
Heavy Duty Equipment. February 19. E.S.B. 50707/70/J.

Bulletin 14/70
DIRECTORATE OF JEDDA PORT:
***Generating Set.** February 7. E.S.B. 50797/70/J.
MINISTRY OF INFORMATION:
Broadcasting Equipment Spare Parts. February 24. E.S.B. 50798/70/J.

SINGAPORE, REPUBLIC OF

Bulletin 12/70
PUBLIC UTILITIES BOARD:
Fluorescent Lamp Fittings. February 27. E.S.B. 50711/70/J.

Bulletin 13/70
Sulphuric Acid. February 27. E.S.B. 50712/70/J.
Galvanized Wire. February 27. E.S.B. 50714/70/J.
Brackets. February 27. E.S.B. 50713/70/J.
WESTERN SERVICE AND SUPPLY CO.:
Food Service and Kitchen Equipment. February 12. E.S.B. 50698/70/J.

SOUTH AFRICA

Bulletin 15/70
CAPE PROVINCIAL TENDER BOARD:
Broom, Brushes, Mops, Tooth Brushes, Squeegees. February 13. E.S.B. 50870/70/J.
Medical Supplies. February 17. E.S.B. 50871/70/J.
Blankets, Sheets. February 10. E.S.B. 50872/70/J.
Catheters and Sundries. February 13. E.S.B. 50873/70/J.
Brooms. February 10. E.S.B. 50869/70/J.

SPAIN

Bulletin 13/70
JUNTA DEL PUERTO DE BARCELONA:
Construction and Completion of Port Works. February 17. E.S.B. 50785/70/J.

SUDAN

Bulletin 12/70
SUDAN RAILWAYS:
*2s. **Propeller Shafts, Stern Tubes.** February 14. E.S.B. 50630/70/J.
*2s. **Gas Cookers.** February 21. E.S.B. 50631/70/J.

SYRIAN ARAB REPUBLIC

Bulletin 12/70
SYRIAN ARAB BUILDING CO.:
*1s. (In French.) **Guillotine.** March 1. E.S.B. 50696/70/J.
*1s. (In French.) **Sheet Metal Folding Machine.** March 1. E.S.B. 50697/70/J.
*1s. (In French.) **Central Lathe.** March 1. E.S.B. 50678/70/J.
SYRIAN SUGAR AND AGRICULTURAL PRODUCTS CO.:
Chemicals. February 28. E.S.B. 50704/70/J.
Pipe Cleaning Apparatus. February 25. E.S.B. 50705/70/J.
Tallow. February 21. E.S.B. 50706/70/J.
ARAB SYRIAN OIL PRODUCTS DISTRIBUTING CO.:
Lubricating Oils. February 15. E.S.B. 50700/70/J.

Bulletin 15/70
SYRIAN ARAB BUILDING CO.:
*2s. (In French.) **Crushing and Sifting Equipment.** March 20. E.S.B. 50804/70/J.

TAIWAN

Bulletin 12/70
CENTRAL TRUST OF CHINA:
*2s. **Tyres and Tubes.** February 10. E.S.B. 50515/70/J.
*1s. **Wax Emulsion.** February 13. E.S.B. 50516/70/J.
*2s. **Stainless Steel Bars.** February 16. E.S.B. 50517/70/J.
*6s. **Vibration Testing Equipment.** March 7. E.S.B. 50518/70/J.
*2s. **Measuring Equipment.** February 23. E.S.B. 50519/70/J.
*1s. **Shock Test Machine.** February 27. E.S.B. 50520/70/J.
Radio Relay System. March 16. E.S.B. 50659/70/J.
*2s. **Electrical Equipment.** March 3. E.S.B. 50668/70/J.
*5s. **Proton Precision Magnetometer.** March 6. E.S.B. 50669/70/J.
*9s. **Switchgear.** March 6. E.S.B. 50670/70/J.
*4s. **Petrol Pumps.** March 6. E.S.B. 50667/70/J.
***Steel Equipment.** February 12. E.S.B. 50521/70/J.

Bulletin 14/70
*3s. **Converters.** February 16. E.S.B. 50806/70/J.
***Pumps.** February 13. E.S.B. 50805/70/J.

Bulletin 15/70
*1s. **Steel Tube.** February 11. E.S.B. 50810/70/J.
*28s. **Grain Handling Equipment.** March 3. E.S.B. 50866/70/J.
*3s. **Paint and Varnish Raw Materials.** February 13. E.S.B. 50867/70/J.
*4s. **Air Compressor.** February 12. E.S.B. 50868/70/J.

THAILAND

Bulletin 12/70
METROPOLITAN ELECTRICITY AUTHORITY:
*21s. **Street Lighting Equipment.** March 6. E.S.B. 50751/70/J.
STATE RAILWAY OF THAILAND:
Conduit; Hand Lamp; Pipe and Fittings. February 12. E.S.B. 50735/70/J.
*2s. **Welding Materials.** February 17. E.S.B. 50746/70/J.
Electric Lanterns. February 16. E.S.B. 50759/70/J.
Nuts. February 9. E.S.B. 50763/70/J.
*1s. **Electrical Supplies.** February 11. E.S.B. 50764/70/J.
Glass. February 18. E.S.B. 50754/70/J.
DDT. February 19. E.S.B. 50755/70/J.
Artificial Leather Cloth. February 11. E.S.B. 50748/70/J.
Carbon Paper. February 9. E.S.B. 50745/70/J.

TRINIDAD AND TOBAGO

Bulletin 12/70
TRINIDAD AND TOBAGO ELECTRICITY COMMISSION:
*4s. **Cable.** March 13. E.S.B. 50728/70/J.
*3s. **Turnbuckles.** March 13. E.S.B. 50727/70/J.
*3s. **Ballasts.** March 13. E.S.B. 50729/70/J.

TUNISIA

Bulletin 11/70
REGIE NATIONALE DES TABACS ET DES ALLUMETTES:
Playing Cards. February 16. E.S.B. 50023/70/J.

TURKEY

Bulletin 12/70
POST, TELEGRAPH AND TELEPHONE ADMINISTRATION:
*21s. **Overhead Line Materials.** February 26. E.S.B. 50522/70/J.
*16s. **Fork-lift Truck.** March 2. E.S.B. 50638/70/J.
*14s. **Telephone Sets.** February 13. E.S.B. 50677/70/J.
STATE RAILWAYS ADMINISTRATION:
*19s. **Steel Tyres.** February 9. E.S.B. 50637/70/J.

UNITED ARAB REPUBLIC (EGYPT)

Bulletin 12/70
EGYPTIAN RAILWAYS:
Ferro-Manganese. March 2. E.S.B. 50730/70/J.

URUGUAY

Bulletin 12/70
FACULTY OF MEDICINE:
*1s. (In Spanish.) **Internal Broadcasting Equipment.** 1st call, February 27; 2nd call, March 11. E.S.B. 50689/70/J.
*1s. (In Spanish.) **Arterial Pressure Equipment.** 1st call, February 26; 2nd call. March 10. E.S.B. 50688/70/J.
*1s. (In Spanish.) **Hypodermic Needles.** 1st call, February 27; 2nd call, March 11. E.S.B. 50690/70/J.
*1s. (In Spanish.) **Halothane Pentrane.** 1st call, February 26; 2nd call, March 10. E.S.B. 50687/70/J.
*1s. (In Spanish.) **Prostigmine.** 1st call, February 26; 2nd call, March 10. E.S.B. 50686/70/J.

VIETNAM

Bulletin 11/70
INDUSTRIAL DEVELOPMENT CENTRE:
*13s. **Can Making Plant, Paint Making Machinery, Generating Plant.** February 28. E.S.B. 50614/70/J.

Bulletin 13/70
*11s. **Fluorescent Tube Starter Manufacturing Plant.** February 28. E.S.B. 50800/70/J.
*11s. **Fish Processing Plant.** February 28. E.S.B. 50801/70/J.

YUGOSLAVIA

Bulletin 11/70
RAPID ENTERPRISE FOR FOREIGN AND INTERNATIONAL TRADE:
Mining Equipment. March 31. E.S.B. 50492/70/J.
METALKA, IMPORT-EXPORT ENTERPRISE:
Enamelling Plant Equipment. March 31. E.S.B. 50494/70/J.
Pressure Casting Machines. March 31. E.S.B. 50493/70/J.
*1s. **Varnishing Plant.** March 31. E.S.B. 50565/70/J.
BELGRADE ENTERPRISE CHROMOS:
Printing Equipment. March 10. E.S.B. 50489/70/J.
KOVINOTEHNA, EXPORT-IMPORT:
Bulldozers, Loaders, Caterpillars and Equipment. March 31. E.S.B. 50567/70/J.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on page i-viii of January 14 issue.

Exporting to USSR ?
RUSSIAN TECHNICAL TRANSLATION SERVICE
offers you a specialist translation, interpreting, publicity, printing and advisory service.
31 Parke Rd., Barnes, London, S.W.13
Telephone: 01-748 8822

Part of a shipment of furniture for the Canary Islands being loaded into a Tri-Wall case of the standard type used by Jaycee Furniture Ltd., Brighton. The value of this shipment – a fairly typical export order – was about £800. It consisted of one escritoire, one bowfront chest, one drop-leaf coffee table, one serpentine cocktail cabinet, two glazed corner cabinets, four wheelback chairs with cushions, one Trevana centre unit, one Trevana base unit and one Sheraton sideboard. The entire shipment went into this Tri-Wall case.

Opportunities for exporters—Agency inquiries, market reports, etc.

Brief details are given below of some inquiries for British goods, offers to represent British principals, market reports, etc., published in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any document relating to them may be purchased by British firms.*

Orders for Bulletins (2*s. each*) *and documents* (*the price of these varies – see individual notices*) *must be accompanied by a remittance for the correct amount in the form of a cheque or postal order* (*not postage stamps*) *made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.*

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H*09, *Hillgate House,* 35 *Old Bailey, London, E.C.*4 *Telephone:* 01-248 5757, *Extns.* 7016, 7017, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA.*

AFGHANISTAN

Bulletin 11/70

Agency inquiry for chinaware; clothing; cosmetics; glassware; household linens; polishes; tin coating; travel goods; vegetable ghee. E.S.B. 1082/70/J.

ANDORRA

Bulletin 11/70

Agency inquiry for spirits; whisky; gin; cigarettes. E.S.B. 588/70/J.

Agency inquiry for fabrics; photographic equipment; radios; record players; smokers' requisites; tape recorders; toys. E.S.B. 582/70/J.

Bulletin 12/70

Agency inquiry for musical instruments; record players; smokers' requisites; sports goods; stationery articles. E.S.B. 583/70/J.

Agency inquiry for motor car accessories; toys; gramophone records. E.S.B. 587/70/J.

Bulletin 13/70

Agency inquiry for liqueurs; stainless steel kitchenware and sports goods. E.S.B. 586/70/J.

Bulletin 14/70

Agency inquiry for electrical domestic appliances; giftware; transistors; toys. E.S.B. 584/70/J.

AUSTRALIA – WAIVER OF BRITISH PREFERENCE

Bulletin 10/70

Inquiry for plastics compression moulding machine. E.S.B. S/1/70/J.

Bulletin 11/70

Inquiry for vitamin 'E'. E.S.B. S/2/70/J.

AUSTRALIA

Bulletin 10/70

Inquiry for tube manipulating machinery. E.S.B. 50257/69/J.

Agency inquiry for electrical domestic appliances; electronic components for speakers and turntables. E.S.B. 664/70/J.

Bulletin 11/70

Agency inquiry for agricultural equipment; air-conditioning equipment; builders' equipment; fire fighting sprinkling system; plant and equipment for municipal authorities. E.S.B. 49738/69/J.

Bulletin 14/70

Agency inquiry for hand tools. E.S.B. 1625/70/J.

AUSTRIA

Bulletin 10/70

Agency inquiry for self-adhesive tapes. E.S.B. 1072/70/J.

Bulletin 11/70

Agency inquiry for bottled beer; ready-packed meals; tinned fruit and vegetables. E.S.B. 1007/70/J.

BARBADOS

Bulletin 12/70

Inquiry for bottling equipment. E.S.B. 1543/70/J.

BELGIUM

Bulletin 11/70

Inquiry for belts; haberdashery. E.S.B. 1373/70/J.

Agency inquiry for ferrous and non-ferrous metals. E.S.B. 998/70/J.

Bulletin 14/70

Agency inquiry for road-making machinery. E.S.B. 1630/70/J.

BERLIN

Bulletin 11/70

Inquiry for film processing equipment. E.S.B. 1324/70/J.

BRAZIL

Bulletin 14/70

Inquiry for burlap of jute; jute cuttings and wastes. E.S.B. 1811/70/J.

BULGARIA

Bulletin 11/70

1s. Inquiry for transformer insulators. E.S.B. 38107/69 J.

BURMA

Bulletin 11/70

Inquiry for heat drying plants. E.S.B. 22787/69/J.

CANADA

Bulletin 11/70

Agency inquiry for men's wear. E.S.B. 736/70/J.

Agency inquiry for digital data logging equipment; marine equipment; marine hardware. E.S.B. 53603/69/J.

Agency inquiry for men's outerwear; gloves. E.S.B. 1100/70/J.

Inquiry for clothing and accessories; gifts; souvenirs; toiletries. E.S.B. 1345/70/J.

Inquiry for furniture; toys. E.S.B. 1204/70/J.

Bulletin 12/70

Agency inquiry for narrow fabrics. E.S.B. 1438/70/J.

Manufacture under licence – electrical equipment. E.S.B. 1458/70/J.

Inquiry for chemicals. E.S.B. 1066/70/J.

Inquiry for castings and forgings. E.S.B. 1687/70/J.

Bulletin 13/70

Manufacture under licence – light gauge metal items; office sundries. E.S.B. 1461/70/J.

Agency inquiry for confectionery. E.S.B. 1419/70/J.

Inquiry for hospital equipment. E.S.B. 1683/70/J.

Agency inquiry for cosmetics; disposable nappies and panties. E.S.B. 1502/70/J.

Bulletin 14/70

Inquiry for carpets. E.S.B. 1497/70/J.

Agency inquiry for gloves; household linens; lotion articles; panti-hose; socks. E.S.B. 1399/70/J.

Inquiry for yarns. E.S.B. 1894/70/J.

Bulletin 15/70

Inquiry for gravy browning; petroleum jelly. E.S.B. 1587/70/J.

Agency inquiry for pollution control instrumentation and equipment. E.S.B. 1489/70/J.

COLOMBIA

Bulletin 13/70

Inquiry for dental glass. E.S.B. 1576/70/J.

DENMARK

Bulletin 10/70

Agency inquiry for dance dresses. E.S.B. 44919/69/J.

DENMARK/BULGARIA

Bulletin 12/70

Trade Agreement. E.S.B. 1209/G/J.

DENMARK/HUNGARY

Bulletin 11/70

Trade Agreement. E.S.B. 1209/G/J.

DENMARK/RUMANIA

Bulletin 11/70

Trade Agreement. E.S.B. 1209/G/J.

Bulletin 13/70

Inquiry for veterinary books and instruments. E.S.B. 1579/70/J.

Bulletin 14/70

Agency inquiry for hospital apparatus and equipment. E.S.B. 1812/70/J.

DUBAI

Bulletin 13/70

Agency inquiry for building materials; chemicals; electrical fittings; generators; glass; household appliances; mirrors; office equipment; office furniture; paints; pumps; stationery; welding equipment. E.S.B. 49976/69/J.

EL SALVADOR

Bulletin 12/70

Import control on cyclamates. E.S.B. 1209/G/J.

ETHIOPIA

Bulletin 12/70

Agency inquiry for electric cables. E.S.B. 1087/70/J.

FAROE ISLANDS

Bulletin 10/70

Inquiry for fish processing equipment; packaging equipment. E.S.B. 889/70/J.

FIJI

Bulletin 14/70

Inquiry for filing cabinets and accessories. E.S.B. 1957/70/J.

FRANCE

Bulletin 11/70

Agency inquiry for Shetland pullovers. E.S.B. 1111/70/J.

Inquiry for mechanical handling equipment; paint and varnish making equipment. E.S.B. 1361/70/J.

Inquiry for car assembly plant equipment. E.S.B. 1284/70/J.

Bulletin 12/70

Manufacture under licence – pressure transducers. E.S.B. 1224/70/J.

Inquiry for engineering consultancy co-operation. E.S.B. 1434/70/J.

Inquiry for vehicle spare parts. E.S.B. 1476/70/J.

Bulletin 13/70

Inquiry for plastics injection moulding machine. E.S.B. 1628/70/J.

Inquiry for cranes; jacks. E.S.B. 1718/70/J.

Inquiry for order picking and rack stacking equipment. E.S.B. 1530/70/J.

Inquiry for box making machine; heel coverings machine; shoe press. E.S.B. 1704/70/J.

Agency inquiry for iron, steel. E.S.B. 1436/70/J.

Bulletin 14/70

Inquiry for micrometric measuring instrument. E.S.B. 1881/70/J.

Inquiry for steel. E.S.B. 1824/70/J.

Inquiry for machine tools. E.S.B. 1737/70/J.

Agency inquiry for hypodermic needles. E.S.B. 1444/70/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 10/70

Inquiry for commutators. E.S.B. 46608/69/J.

Inquiry for wire rope; mild steel; bright drawn steel; warm-rolled band iron. E.S.B. 1223/70/J.

Agency inquiry for cheese; meat pies. E.S.B. 1092/70/J.

Bulletin 11/70

Agency inquiry for crockery. E.S.B. 1266/70/J.

Agency inquiry for controls for bulk goods and liquid time relays. E.S.B. 940/70/J.

Agency inquiry for cotton and synthetic fabrics. E.S.B. 794/70/J.

(Continued on next page)

GH
Gerhard & Hey Ltd 1/3 Great St Thomas Apostle London EC4
01-248 3232
THE Shipping & Forwarding Agents – will take good care of your EXPORTS

AGENCY INQUIRIES, *continued*

Bulletin 12/70

Agency inquiry for model vehicles. E.S.B. 808/70/J.

Inquiry for ductile rods; iron pipes; structural and rod iron. E.S.B. 24785/69/J.

Agency inquiry for woollen yarns. E.S.B. 1486/70/J.

Inquiry for novelties and games. E.S.B. 36581/69/J.

Agency inquiry for supermarket goods. E.S.B. 1481/70/J.

Agency inquiry for cable machines. E.S.B. 1509/70/J.

Traffic regulations. E.S.B. 1209/G/J.

Bulletin 13/70

Inquiry for gin, rum and whisky. E.S.B. 1506/70/J.

Agency inquiry for aluminium foil; cellulose; paper. E.S.B. 1334/70/J.

Inquiry for jointing compound. E.S.B. 36457/69/J.

Agency inquiry for hunting weapons; hunting equipment; clothing and footwear; sporting guns. E.S.B. 1335/70/J.

Inquiry for steel pipes. E.S.B. 1622/70/J.

Inquiry for textile fabrics; tyres. E.S.B. 1457/70/J.

Inquiry for tinned meat; cooked meat. E.S.B. 1501/70/J.

Inquiry for electrical storage heating equipment. E.S.B. 1703/70/J.

Inquiry for rotary compressors. aluminium welding rods. E.S.B. 1185/70/J.

Bulletin 14/70

Inquiry for electric motor components and materials. E.S.B. 1905/70/J.

Inquiry for novelty and souvenir items. E.S.B. 32362/68/J.

Inquiry for air-conditioning equipment; heating equipment; electronic and mechanical control gear. E.S.B. 1711/70/J.

Inquiry for asbestos sheets. E.S.B. 1968/70/J.

Manufacture under licence/agency; foundry equipment. E.S.B. 1590/70/J.

Agency inquiry for ion exchangers; pumps; water filter. E.S.B. 1591/70/J.

Bulletin 15/70

Agency inquiry for industrial safety equipment; clothing; protective gloves. E.S.B. 1705/70/J.

GREECE

Bulletin 10/70

Inquiry for fluidized bed reactor; seible extraction column. E.S.B. 38118/69/J.

Bulletin 12/70

Inquiry for wool processing machinery. E.S.B. 1454/70/J.

Agency inquiry for brocades; cloth; coatings; cotton fabrics. E.S.B. 1551/70/J.

Bulletin 14/70

Inquiry for fruit processing plant. E.S.B. 1585/70/J.

GUATEMALA

Bulletin 10/70

Agency inquiry for belt conveyors; centrifugal pumps; mixers for liquids; stainless steel pipe fittings. E.S.B. 53383/69/J.

GUYANA

Bulletin 14/70

Inquiry for chairs. E.S.B. 1727/70/J.

HONDURAS, REPUBLIC OF

Bulletin 13/70

*16s. Inquiry for paper plate forming plant; wooden article production plant. E.S.B. 51691/69/J.

HONG KONG

Bulletin 11/70

Inquiry for diamond polishing powder. E.S.B. 892/70/J.

HUNGARY

Bulletin 10/70

Inquiry for asbestos cloth. E.S.B. 53502/69/J.

ICELAND

Bulletin 12/70

Inquiry for biscuits; breakfast foods; cereal goods; jams and sauces; tinned fruit and vegetables. E.S.B. 1558/70/J.

INDIA

Bulletin 11/70

Inquiry for steel strip. E.S.B. 1055/70/J.

Bulletin 13/70

Inquiry for automobile electrical items; carburetters. E.S.B. 1546/70/J.

Bulletin 14/70

Inquiry for acid. chemicals oil. resin and wire. E.S.B. 908/70/J.

Inquiry for coil winding machine; furnace; rolling mills; shearing machine. E.S.B. 1838/70/J.

Inquiry for gauges; paper; plastics raw materials; rivets; rubber; shoe lasts; thread; waxes. E.S.B. 1099/70/J.

Inquiry for catering equipment; hotel equipment. E.S.B. 25157/69/J.

IRAN

Bulletin 11/70

10s. Inquiry for iron and steel. E.S.B. 53691/69/J.

Agency inquiry for yarns. E.S.B. 1296/70/J.

Bulletin 14/70

2s. Agency inquiry for cable. E.S.B. 39029/69/J.

IRISH REPUBLIC

Bulletin 14/70

Inquiry for metal spinning machines. E.S.B. 1660/70/J.

Agency inquiry for ball jiggers. E.S.B. 1470/70/J.

ISRAEL

Bulletin 10/70

Inquiry for electric motors. E.S.B. 1215/70/J.

Inquiry for chinaware; glassware; hollow-ware; kitchen utensils. E.S.B. 986/70/J.

Agency inquiry for aluminium alloys; copper rods; steel sheet; wire rods. E.S.B. 1203/70/J.

Agency inquiry for dress fabrics. E.S.B. 912/70/J.

Agency inquiry for yarn. E.S.B. 3338/69/J.

Bulletin 11/70

Agency inquiry for jam; marmalade; scouring pads. E.S.B. 967/70/J.

Agency inquiry for electrical equipment; lamps. E.S.B. 969/70/J.

Agency inquiry for medicated confectionery. E.S.B. 1009/70/J.

Bulletin 12/70

Inquiry for battery components manufacturing equipment and raw materials. E.S.B. 1633/70/J.

Agency inquiry for cadmium metal; catering equipment; glassware. E.S.B. 1008/70/J.

Import deposits. E.S.B. 1209/G/J.

Bulletin 13/70

Agency inquiry for electric cables; recorders; toggle switches. E.S.B. 1635/70/J.

Bulletin 14/70

Agency inquiry for automotive spare parts and accessories. E.S.B. 1449/70/J.

ITALY

Bulletin 10/70

Inquiry for bed covers; high glass knitwear; woollen underwear. E.S.B. 813/70/J.

Inquiry for copper and steel pipes; valves. E.S.B. 1150/70/J.

Agency inquiry for steel, iron and cast iron pipes. E.S.B. 730/70/J.

Bulletin 11/70

Agency inquiry for carpets; cocktail cabinets and trolleys; furniture; lamps; pictures. E.S.B. 787/70/J.

Bulletin 12/70

Inquiry for china; crystal glass; porcelain giftware. E.S.B. 793/70/J.

Bulletin 14/70

Inquiry for nuts; screws. E.S.B. 53396/69/J.

Inquiry for pantograph-conformer. E.S.B. 1659/70/J.

Agency inquiry for hats. E.S.B. 1577/70/J.

JAPAN

Bulletin 13/70

Agency inquiry for coffee roasters, grinders, brewing and servicing equipment. E.S.B. 1446/70/J.

Inquiry for wire. E.S.B. 1692/70/J.

KENYA

Bulletin 10/70

Inquiry for automatic spoke making machine; hand presses; trouser hook and bar making press; spoke wire; wheel spokes. E.S.B. 46244/69/J.

Bulletin 11/70

Inquiry for meat packing machine. E.S.B. 1482/70/J.

KUWAIT

Bulletin 10/70

Inquiry for conduit accessories; radio and television aerials. E.S.B. 766/70/J.

Inquiry for power and telephone cables; industrial chemicals; chemical plant; heavy electrical plant; civil engineering. E.S.B. 45105/69/J.

Bulletin 12/70

Inquiry for foundry equipment and materials. E.S.B. 1445/70/J.

Bulletin 14/70

Agency inquiry for dairy products. E.S.B. 1821/70/J.

Agency inquiry for corn oil; glue. E.S.B. 1557/70/J.

LEBANON

Bulletin 11/70

Agency inquiry for baby feeding bottles; cosmetics; dishwashing machines; fire extinguishers; household articles; photocopiers; prophylactics; thermometers; toys; syringes. E.S.B. 47706/69/J.

LIBYA

Bulletin 10/70

Inquiry for scrap baling presses. E.S.B. 53309/69/J.

MALAWI

Bulletin 10/70

Inquiry for steel angles; rods and flats. E.S.B. 1343/70/J.

Bulletin 14/70

Agency inquiry for public address equipment. E.S.B. 1250/70/J.

MALAYSIA

Bulletin 10/70

Inquiry for precision die-casting. E.S.B. 53619/69/J.

Bulletin 13/70

Inquiry for woodworking machines. E.S.B. 1656/70/J.

MALTA

Bulletin 10/70

Agency inquiry for non-stick saucepans and frying pans. E.S.B. 34148/69/J.

Agency inquiry for fabrics. E.S.B. 994/70/J.

Bulletin 11/70

Agency inquiry for plastic sheets. E.S.B. 10075/69/J.

Bulletin 13/70

Agency inquiry for furnishing fabrics. E.S.B. 1467/70/J.

Bulletin 14/70

Inquiry for box making machinery; paper board; paper processing machinery; printing machinery. E.S.B. 1904/70/J.

Inquiry for envelopes; paper printer's cardboard and pasteboard. E.S.B. 1917/70/J.

MAURITIUS

Bulletin 14/70

Inquiry for air-conditioning units. E.S.B. 532/70/J.

NETHERLANDS

Bulletin 11/70

Agency inquiry for yarns. E.S.B. 1256/70/J.

Agency inquiry for steel sheet. E.S.B. 841/70/J.

NEW ZEALAND

Bulletin 13/70

Manufacture under licence – drafting machines and accessories. E.S.B. 1220/70/J.

NIGERIA

Bulletin 12/70

Inquiry for compressors; electrical fittings; household linens. E.S.B. 1550/70/J.

Bulletin 13/70

Inquiry for cooking stoves and wicks, electrical domestic appliances, hair dressing accessories, hardware, lamps and lanterns, nets, plumbing equipment, wigs. E.S.B. 1448/70/J.

NORWAY

Bulletin 10/70

Inquiry for ships' plates and profiles. E.S.B. 52284/69/J.

Bulletin 11/70

Agency inquiry for cosmetics; cleaners; deodorants; hairdressing equipment; toiletries. E.S.B. 1390/70/J.

NORWAY/POLAND

Bulletin 12/70

Trade Agreement. E.S.B. 1209/G/J.

Bulletin 13/70

Agency inquiry for handicraft materials. E.S.B. 1487/70/J.

Bulletin 14/70

Agency inquiry for dresses; nightwear; underwear; women's coats. E.S.B. 1804/70/J.

1s. Inquiry for blowers. E.S.B. 1803/70/J.

PHILIPPINES, REPUBLIC OF

Bulletin 14/70

Agency inquiry for pulverizer; screen; spectrophotometer. E.S.B. 53656/69/J.

POLAND

Bulletin 11/70

Inquiry for acid plants; breweries; dairies; oil seed crushing plant; road rollers; slaughterhouses. E.S.B. 12409/69/J.

Bulletin 12/70

Agency inquiry for water purification plant. E.S.B. 1553/70/J.

Bulletin 13/70

Manufacture under licence – panel heaters. E.S.B. 1641/70/J.

PUERTO RICO

Bulletin 12/70

Agency inquiry for automobile electrical spares; battery chargers and testers. E.S.B. 1076/70/J.

QATAR

Bulletin 10/70

Inquiry for catering equipment; laundry equipment; safes and deposit boxes. E.S.B. 1186/70/J.

Bulletin 11/70

Agency inquiry for water pumps. E.S.B. 930/70/J and 981/70/J.

Bulletin 13/70

Agency inquiry for building materials, foodstuffs, motor oils, office furniture, secondhand plant and equipment and suitcases. E.S.B. 1298/70/J.

Bulletin 15/70

Inquiry for machine tools. E.S.B. 1923/70/J.

SAUDI ARABIA

Bulletin 10/70

Agency inquiry for hospital furniture; insecticides. E.S.B. 902/70/J.

Bulletin 12/70

Artificial sweeteners. E.S.B. 1209/G/J.

SIERRA LEONE

Bulletin 10/70

Agency inquiry for canned soft drinks. E.S.B. 52923/69/J.

Bulletin 13/70

Agency inquiry for agricultural machinery. E.S.B. 1172/70/J.

SOUTH AFRICA

Bulletin 11/70

Agency inquiry for crockery; cutlery; fancy goods; glassware; sporting equipment; stationery and watch bracelets. E.S.B. 1455/70/J.

Bulletin 12/70

Agency inquiry for tablecloth and serviette sets; towe sets. E.S.B. 11826/69/J.

SOUTHERN YEMEN

Bulletin 10/70

Agency inquiry for plastics making machinery. E.S.B. 48161/69/J.

SPAIN

Bulletin 10/70

Inquiry for cylinder grinder; lathes. E.S.B. 20046/69/J.

Bulletin 11/70

Inquiry for cocoa beans. E.S.B. 1121/70/J.

SWAZILAND

Bulletin 13/70

Inquiry for carts. E.S.B. 1702/70/J.

SWEDEN

Bulletin 10/70

Inquiry for chemicals. E.S.B. 42063/69/J.

SWITZERLAND

Bulletin 10/70

Inquiry for salmon. E.S.B. 44968/69/J.
Agency inquiry for greenhouses. E.S.B. 1219/70/J.
Agency inquiry for steel beams and bars; wire rod. E.S.B. 53286/69/J.
Agency inquiry for hosiery; piece-goods. E.S.B. 39194/69/J.

Bulletin 11/70

6s. 6d. Inquiry for electric motor components. E.S.B. 1171/70/J.
Agency inquiry for chemical. E.S.B. 579/70/J.
Agency inquiry for fire extinguishers; car wing mirrors. E.S.B. 1197/70/J.
Agency inquiry for blankets; sail cloth. E.S.B. 1181/70/J.

Bulletin 12/70

Agency inquiry for hotel tableware. E.S.B. 53400/69/J.
Inquiry for electrical printed circuit manufacturing materials. E.S.B. 1504/70/J.
Inquiry for costume accessories and jewellery; footwear; handbags; men's and women's clothing. E.S.B. 1218/70/J.

Bulletin 13/70

Agency inquiry for dresses. E.S.B. 42152/69/J.
Agency inquiry for corduroy fabrics. E.S.B. 29638/69/J.
Agency inquiry for fibre optics. E.S.B. 1456/70/J.

Bulletin 14/70

Agency inquiry for carpets. E.S.B. 1775/70/J.
Inquiry for foodstuffs. E.S.B. 1699/70/J.

TOGO

Bulletin 12/70

Inquiry for cocoa and coffee processing plant. E.S.B. 1654/70/J.

UGANDA

Bulletin 10/70

Agency inquiry for adding and calculating machines; British commercial vehicle spares; electric toys; fertilizers; glucose; PVC compound. E.S.B. 53373/69/J.

Bulletin 12/70

Inquiry for tube expanding machine. E.S.B. 15384/69

UNITED ARAB REPUBLIC (EGYPT)

Bulletin 14/70

Inquiry for laboratory equipment. E.S.B. 1793/70/J.

UNITED STATES OF AMERICA

Bulletin 10/70

Inquiry for iron plates. E.S.B. 53386/69/J.
Inquiry for file and rasp reconditioners; file re-cutters. E.S.B. 992/70/J.
Inquiry for pedometers. E.S.B. 1277/70/J.
Inquiry for cellulose wrapping. E.S.B. 1262/70/J.

Bulletin 11/70

Inquiry for glass containers. E.S.B. 41854/69/J.
Inquiry for wire for baling. E.S.B. 1443/70/J.
Inquiry for chain. E.S.B. 1511/70/J.
Inquiry for steel strapping. E.S.B. 1523/70/J.

Bulletin 12/70

Agency inquiry for chinaware; ironstone ware; kitchen equipment. E.S.B. 1556/70/J.
Inquiry for chains. E.S.B. 752/70/J.
Inquiry for cotton duck. E.S.B. 1554/70/J.
Inquiry for silverware; glassware. E.S.B. 53574/69/J.
Inquiry for communication equipment. E.S.B. 1258/70/J.
Inquiry for sportswear. E.S.B. 1652/70/J.

Bulletin 14/70

12s. Inquiry for cutlery; jewellers' loupes; knives; linen testers; magnifying glasses; nail files; thermometers. E.S.B. 692/70/J.
Inquiry for electronic tracing equipment for milling machines. E.S.B. 48362/69/J.
Inquiry for axes. E.S.B. 30505/69/J.
Agency inquiry for amusement park equipment. E.S.B. 50492/69/J.
Manufacture under licence – computer peripherial and ancillary equipment. E.S.B. 1488/70/J.
Inquiry for steel strips. E.S.B. 1985/70/J.
Inquiry for dinnerware. E.S.B. 1638/70/J.
Inquiry for structural steel sub-contract work. E.S.B. 1464/70/J.
Agency inquiry for ceramic working equipment; control instrumentation. E.S.B. 1731/70/J.

Bulletin 15/70

Inquiry for biscuits; confectionery. E.S.B. 1512/70/J.

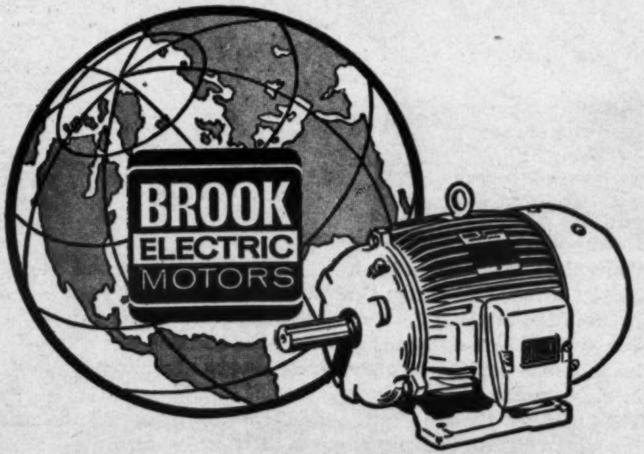
VENEZUELA

Bulletin 10/70

Agency inquiry for leathergoods; synthetic yarns. E.S.B. 53633/69/J.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional Office of the Board.



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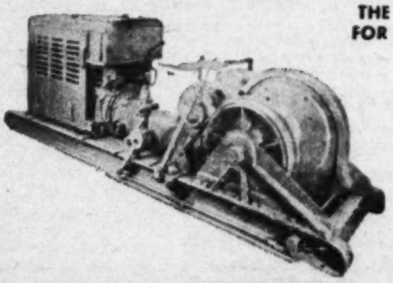

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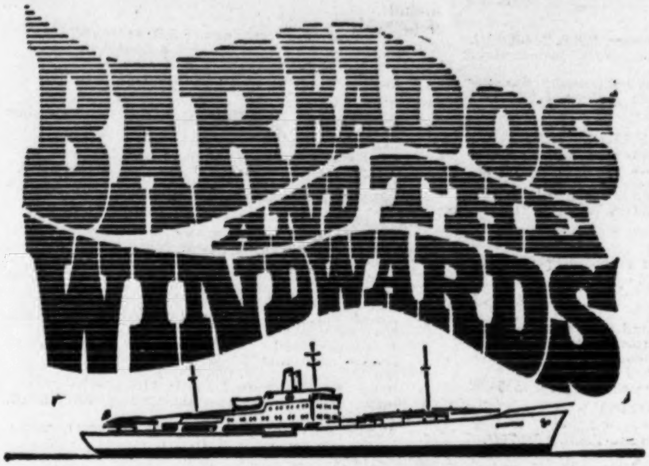

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Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in January 14 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page viii of October 1 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

Hotel promotion in North America

MR. TONY HICKIE, general manager of the Dukes Hotel, London, left recently for North America on a three-week promotion. He proposed visiting New York, Toronto, Montreal, Chicago, St. Louis, Dallas, Los Angeles and San Francisco, flying back from New York in mid-February.

Visit to Spain and Portugal

MR. LEONARD WILLIAM PIGGIN, export director of Chas. F. Thackray Ltd., Leeds, who manufacture surgical instruments, hospital furniture, and sterilizing equipment, leaves for a tour of Spain and Portugal next month.

On February 15 he will arrive in Madrid for talks with the firm's agent and distributors, and will visit some of the leading hospitals in the Spanish capital. A week later he will join the British Hospitals Export Council Mission to Portugal.

Export financier's world tour

MR. KENNETH BUTCHER, financial director of Tozer Kemsley and Millbourn (Holdings) Ltd., an international export-finance house, departed recently for a month's world tour of the group's associates, subsidiaries, and clients in the Far East, Australia, and North America.

His itinerary included visits to Hong Kong – where TKM are setting up a new office in May – Bangkok, Perth, Melbourne, Brisbane, Sydney, Vancouver, Seattle and New York, with a scheduled return to London on February 22.

Triple sales drive

THREE executives of P. P. Payne & Sons Ltd., Nottingham, are making sales-boosting trips overseas.

Mr. R. T. Edgson, packaging division export manager, is organizing a sales build-up of nonmetallic strapping tapes and 'Rippatape' tear tape with agents in Germany, Austria and France.

Mr. L. Harris, general sales manager, labelling products division, is spending a week in the Irish Republic, visiting customers and discussing future sales plans with the firm's agents, Trimtex Marketing Ltd., Dublin.

Mr. T. G. Fabian, general sales manager, decorative ribbon division, is visiting Finland and Sweden, accompanied by Mr. F. Kraetz, Payne's resident European sales manager, for sales promotion talks with distributors.

Visiting Kenya and South Africa

MR. J. HUGH NEILL, chairman and managing director of James Neill and Co. (Sheffield) Ltd., manufacturers of 'Eclipse' tools, flew out recently for a month's visit to Kenya and South Africa. He will have discussions with the firm's agents and customers, also with their associate company, Acme Leyton Tool Co. (Pty.) Ltd., who manufacture 'Eclipse' hacksaw blades and bandsaws in South Africa.

Talks with agents and transport chiefs

MR. E. W. BURMAN, export director of Setright Registers Ltd., London, is making a three-week tour, visiting the company's agents in Australia and New Zealand and examining the ticket-issuing machine market. In Ceylon, where he will be joined by Mr. J. Yaxley, technical specialist, he will have talks with the Ceylon Transport Board, who already use 2,000 Setright machines.

Strand
INTERNATIONAL

Export business worth around £500,000 resulted from the first continental trade show to be staged by Pye Group (Radio and Television) Ltd., it was announced last week. At the Cambridge company's five-day exhibition in Stockholm, Swedish, Danish, Norwegian and Finnish buyers ordered 8,600 television receivers, more than a third of them colour models. The company's export team are now convinced that Scandinavia – particularly Sweden – will become one of Pye's major overseas markets in 1970. Picture shows members of Pye's export team packing up at the end of their five-day trade show at the Strand Hotel, Stockholm. Left to right: Mr. Edward Catchpole, TV development liaison engineer; Mr. Peter Sutton, commercial manager, exports; Mr. Norman Leeks, technical liaison manager; and Mr. Derek Jeffs, European sales manager.

Members of the recent British Pump Manufacturers' Association trade mission to Africa pictured at the Madhvani Sugar Works Ltd., Kakira, Uganda, together with representatives of the Madhvani organization and the British High Commission, Kampala.

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Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

£7,500 site rig system for Malawi

Pilcon Engineering of Basingstoke, Hants., have received a £7,500 order from Malawi for two 'Wayfarer' mobile site investigation systems. They will be shipped to the Malawi Ministry of Works and Supplies at Zomba early this year for use in connection with major building developments.

Claiming to have captured 70 per cent of the United Kingdom market for this type of equipment, Pilcon now sell investigation systems in many countries of the world.

The systems for Malawi comprise two investigation rigs with percussive equipment for 6-inch and 8-inch diameter holes, diamond coring unit with water pump, standard sampling equipment for 4-inch samples and two rotary auger attachments. Each rig is fitted with hydraulic power take-off, together with standard penetration test equipment.

£1.5 million Soviet orders

Two contracts valued at nearly £1.5 million have been placed with Efco Ltd., Woking, Surrey, by the Russian trade agencies for the supply of fully automatic polishing and grinding equipment. This equipment will be used by the Soviet automobile industry in the preparation of components for chromium plating.

One contract involves 33 automatic polishing and grinding machines to be built by the Acme-Efco division of the company, while the second contract calls for similar machines valued at £370,000.

Japanese order for tanker protection system

Peabody Ltd., London, chemical and combustion engineers, have received an order for one of their inert gas systems for a combined ore/oil tanker being built by Mitsubishi Heavy Industries, Japan, for owners in Chile. The installation provides effective control of explosive mixtures of hydrocarbon vapours and oxygen in the cargo storage tanks aboard the tanker.

Some 25 Peabody inert gas systems for tankers have been installed to date.

TV mast for Nigeria

British Insulated Callender's Construction Co. Ltd. have received an order from the Crown Agents for the supply of a 400-ft. galvanized steel television mast. It will be erected at Ibadan for the Western Nigeria Broadcasting Corporation's TV extension project.

Radio and TV drive

Having forecast colour television set sales in Europe worth £2 million in 1970, Pye Group (Radio and Television) Ltd. also aim to increase sales to the Middle, Near and Far East during the year.

The Cambridge company is mounting a five-month advertising campaign, covering every major market from Malta to the Philippines, aimed at encouraging local businessmen to assemble radio and TV products under the Pye assembly franchise plan. Successful operations under the plan are already working in 25 countries, and account for nearly 50 per cent of the company's world-wide radio and TV exports.

Hungarocamion
TIR

Crane Fruehauf Trailers Ltd. have secured an export order worth £125,000 for their refrigerated 'Vanguard' van semi-trailers. The order has been placed by Mogürt for Hungarocamion, the state-owned transport organization of Hungary. Last year Crane Fruehauf announced an order from Hungary for refrigerated vans worth more than £250,000, and this further success is a significant development in the company's export drive.

Hydraulic equipment for Cuba

Spenborough Engineering Co. Ltd., Heckmondwike, Yorks., have announced substantial orders for hydraulic equipment to Cuba. The equipment, mainly hydraulic cylinders and valves, is incorporated in mobile milling machines used in the harvesting of sugar cane.

Including initial orders shipped to Havana during recent months, total contracts for the year are now worth £100,000.

Uganda order for watchman's recorders

Servis Recorders Ltd., have secured an order for 150 wall-mounted watchman's recorders for use within the prison service of Kampala, Uganda. The order was negotiated by the Crown Agents, London.

Instrumentation contract from Finland

Taylor Instrument Companies (Europe) Ltd., together with their representatives in Finland, have obtained a contract for the turnkey instrumentation of the Kemi Oy new kraft liner pulp mill in Kemi, Finland. The contract value is over £200,000 and includes the delivery of Taylor process control instruments, all control valves and auxiliary equipment, supply of panels, installation, commissioning and training of the mill staff.

£100,000 order from Holland

Hy-Mac Ltd., Newbury, Berks., announce current export orders for Hy-Mac 880 all-hydraulic crawler excavators totalling £386,000. The overseas demand for this model is increasing considerably and the latest order, from the company's distributor in Holland, is worth nearly £100,000.

Singapore warehouse for laminates

Formica International Ltd. announce the opening of a new £30,000 warehouse in Singapore, stocked with over 500,000 ft.^{2} (46,000 m.^{2}) of decorative laminate produced by their United Kingdom subsidiary. This move has been undertaken to reduce delivery times to 14 days or less throughout the Far East countries – a market which the company claims is growing at an annual rate of 15 per cent.

Razor-blade market share doubled

Personna International, manufacturers of Personna razor blades, have announced that their share of the Portuguese stainless, double-edge razor-blade market has more than doubled in the past 12 months from 5 to 10·3 per cent (stainless blades account for 80 per cent of all blades sold in Portugal).

£6·5 million order for cargo ships

Smith's Dock Co. Ltd., South Bank-on-Tees, Middlesbrough, a member of the Swan Hunter Group, have been awarded a contract to build two cargo ships for the Finland Steamship Co. Ltd., Helsinki. This is claimed to be the first order placed with a United Kingdom shipyard from Finland for over 10 years and the first placed by the Finland Steamship Company for over 60 years. The contract, worth £6.5 million, was won against strong international competition, and the ships are to be delivered in July 1971, and January 1972 respectively. Both ships will be used on the Finland/South America trade.

Equipment for Bahrain

Mimic Diagrams & Electronics Ltd., Crayford, Kent, have received orders from Lounsdale Electric Ltd., Paisley, to supply 'Translarm' solid state alarm annunciator equipment for installation in the control panels associated with 14 gas turbo alternator sets being supplied by John Brown Engineering (Clydebank) Ltd. for an aluminium smelter plant power station being built in Bahrain.

Cordless telephones for Australia

The Telephone Manufacturing Co. Ltd., Dulwich – a member of the Pye of Cambridge Group – have announced a further order to supply the Australian Post Office with several thousand cordless manual switchboards valued at more than £300,000.

Equipment for airbus wing flaps

To operate the wing flaps and slats in their A.300B Airbus, the European consortium of Sud Aviation, Deutsche Airbus GmbH, and Hawker Siddeley Aircraft have chosen equipment designed by H. M. Hobson Ltd., Wolverhampton. This choice was made in response to proposals made jointly by Liebherr-Aero-Technik GmbH of Lindenberg, Germany, and H. M. Hobson Ltd. Liebherr will be the contract holders and they and Hobson will collaborate to share, on an equal basis, the development and manufacture of this equipment, whilst Hobson will retain the responsibility for its design and development.

The equipment involved in these systems includes recirculating ball screw actuators, torque transmission shafts, gearboxes and hydraulically powered control units. The initial value of the order will be approximately £750,000 and the ultimate value as the production programme develops could reach £7 million.

Scottish-built computers for Germany

Two more orders for Honeywell Series 200 computers to be installed in Germany during 1970 have been placed by Century Computers Deutschland, a subsidiary of the United States-based Century Computer Corporation.

The newly-ordered Model 1250 computers follow the installation of a Model 200 at the German company's Frankfurt headquarters, and will be used as the basis for two of the major data centres it plans to establish during the next five years.

In addition to the Offenbach and Cologne 1250's, more centres will be set up in Hamburg, Berlin and Munich with numerous other subsidiary centres in other German cities. These smaller establishments will take advantage of the powerful computers at the main centres by being on-line to them over a telephone network.

The two Model 1250 computers, which bring the total value of Honeywell equipment ordered by Century Computers to approximately £875,000, will be made at Honeywell's manufacturing plant in Newhouse, Lanarkshire.

Order for display bins

An order has been received by the Volumatic Company of Coventry for 20 Pop – point-of-purchase – display bins from Dubai in the Trucial States and Nicosia, Cyprus.

Contracts exceeding £350,000

Druce & Co. Ltd., London, have secured substantial overseas contracts for the co-ordination and design and the supply of furniture and equipment. Contracts include projects for Abu Dhabi Airport, the Military Academy Building for Abu Dhabi Defence Force, the Academy of Music and Drama at Tripoli, and furnishing and equipping staff houses in Mauritania. The total value of these contracts exceed £350,000.

£500,000 orders from Netherlands

Diesel engines worth £500,000, manufactured in Stafford by Dorman Diesels Ltd., provide power for six dredgers and six self-propelled hopper barges built, or under construction, for Boltje & Zonen NV, Zwolle, of the Netherlands, and its associated companies. This order was obtained through Dorman distributors in the Netherlands.

£800,000 order for simulator

Redifon Ltd., a member company of the Rediffusion Organization, recently received an order from Deutsche Lufthansa for a Boeing 707-330C flight simulator, together with a rigid model closed circuit colour television visual system. The contract, worth approximately £800,000, is the fourth flight simulator ordered by Deutsche Lufthansa.

Whisky exports rise and fall

An increase of over 21 per cent in export sales for 1969 has been announced by William Grant & Sons, independent Scotch whisky distillers. This increase has been achieved against a market background of an overall 11 per cent drop in total Scotch whisky industry exports to the end of November, 1969.

A good year

Exports into Europe during 1969, marketed through Vendo International, are expected to show a 100 per cent increase on the previous year, states Mr. A. V. Blackledge, general marketing manager of the Automatic Vending Division of GKN Sankey.

British locomotives for Pakistan

Following the completion of delivery of 29 3,650 hp (ac) electric locomotives to the Pakistan Western Railway, English Electric – AEI Traction Ltd., have secured an order worth over £1.5 million from the Pakistan Eastern Railway, despite fierce competition from American, European, and Japanese manufacturers.

Push-button telephones for Hong Kong

The telephone apparatus division of the Telephone Manufacturing Co. Ltd., Dulwich – a member of the Pye of Cambridge Group – have announced a major order from the Hong Kong Telephone Co. Ltd. for the supply of many thousands of push-button telephones. Valued at £158,350, the telephones to be supplied are the recently announced Prestafones.

£1 million rolling mill equipment

Rolling mill equipment worth around £1 million is to be supplied to Yugoslavia by Davy and United Engineering Co. Ltd., Sheffield (Davy-Ashmore Group). The order includes the supply of two additional finishing stands for the existing 68-inch (1,730 mm.) wide Davy-United hot strip mill at the Skopje steelworks in Macedonia. Their installation, in mid-1971, will enable thinner hot-rolled steel strip to be produced for subsequent cold processing.

The first Ruston-Bucyrus heavy-duty crane is now in service with George Wimpey and Company Ltd. on their Bahrain aluminium smelter project. The heavy-duty crane was introduced in 1969 and can lift 60 tons at a 15 ft. radius; boom lengths available range from 50 ft. to 140 ft. The photograph shows the crane lifting concrete beams.

£25,000 perfume orders

Fabergé Parfums, Iver, Bucks., have received orders worth over £25,000 from Scandinavia and the Far East.

The company expanded their sales in 1969 to 35 overseas markets and increased their sales over 1,400 per cent compared with 1968.

Fire-fighting vehicles for Iran

Merryweather & Sons Ltd., London, announce a contract for the supply of 22 fire-fighting vehicles valued at £141,000, with an option and firm order for six additional vehicles valued at £38,000, for Iran.

This contract was won in spite of stiff international competition, via the company's agents in Iran.

Machines for Brazil

Brazilian steel manufacturers, Acos Anhanguera SA, Sao Paulo, have placed an order valued at nearly £100,000 for two bar straightening machines and one section straightening machine with The Bronx Engineering Co. Ltd., Lye, Worcs.

The order was placed during a visit by the British company's sales director, Mr. Brian de Thame, while on a three-week tour of Latin America.

£50,000 order from Sweden

Aeronca International Ltd., Cardiff, report a £50,000 order for air-conditioning and environmental control equipment. The order, from their Swedish agents, is for 1,200 'Buensod' dual duct boxes to be installed in the new Swedish Parliament Building in Stockholm.

VFT system extensions for Cyprus

Extensions to the Voice Frequency Telegraphy (VFT) system supplied and installed by GEC-AEI Telecommunications Ltd. in 1967 have been ordered by the Cyprus Telecommunications Authority. The new order brings the value of VFT equipment ordered from GEC for Cyprus to over £50,000.

The system is part of the island's scheme to provide international telegraph circuits for its main centres, and links Nicosia, the capital, with Limassol, Famagusta, Larnaca, Kyrenia, Ktima and Morphou.

The equipment will be manufactured by the transmission division at the company's headquarters in Coventry.

Air conditioning for cruisers

The York division of Borg-Warner Ltd., London, have received an order from Oslo for 24 0T37 'Turbopaks' which will provide chilled water for air-conditioning six new passenger cruisers – two at the Rheinstahl yard, Emden; one at AG Weser's yard, Bremen; two at Waeltsilan, Finland, and one at ATISA, Genoa.

Each ship will have three 'Turbopaks' for regular duty and one as standby, or for use in extreme tropical weather.

Fourth jet for Bavaria

Bavaria Flug Gesellschaft, Munich, the German independent airline, is increasing its fleet of British Aircraft Corporation One-Eleven 400 airliners from three to four. Bavaria already has two One-Elevens in service and a third aircraft, ordered in June last year, will be delivered in February. The newly-ordered fourth One-Eleven is for delivery in April.

Japanese contract for capital equipment

A £177,000 contract from Kohan Sendan Kikai Ltd., Japan, has been awarded to Humphris Press Equipment Ltd., the Poole-based company of the Redman Heenan International Group.

The contract is for the design and manufacture of specialized cut-up-line machinery to prepare steel sheet for the Japanese shipbuilding, motor, and consumer durable industries.

French tie-up

Under an agreement with the French company Citel, BOAC's computer 'know-how' will be used to set up a 'push-button' hotel reservations system covering the whole of Europe. Later, it will be extended to include Africa and the Middle East. The agreement is said to be worth 'hundreds of thousands of pounds.'

BOAC will train Citel computer staff, and also produce the complex programme needed to enable airline computers to 'talk' to the Citel computer.

At the same time, BOAC is taking a 10 per cent interest in Citel, which is backed by the Banque de Paris et Pays Bas, and Banque Rothschild.

£85,000 computer in Austria

The first Honeywell computer to be installed in Austria is now operating in Schwaz, for Tyrolit Schleifwerke Swarovski KG. The Scottish-built computer, a Honeywell 125 worh over £85,000, was delivered towards the end of last year.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST.

► *The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the* Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations and Decision which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations and Decision may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Exts. 408/423).

SUGAR

Decision No. 70/26/CEE relates to fixing the maximum amount of the refund for the tenth partial auction of white sugar effected under **Regulation (CEE) No. 1965/69** (*Journal Officiel* No. L8 dated January 13, 1970).

CORRECTION

THE *Board of Trade Journal* dated January 21, 1970 contained an announcement about a proposed Regulation concerning the manufacture and marketing of saccharose, glucose syrup and dextrose. The *Journal Officiel des Communautés Européennes* No. C5 dated January 13, 1970, contains a correction to this proposed Regulation.

EGGS

Regulation (CEE) No. 59/70 relates to the non-fixing of the supplementary amounts for eggs in shell coming from Rumania (*Journal Officiel* No. L11 dated January 16, 1970).

OILS, FATS AND OIL SEEDS

Regulation (CEE) No. 38/70 modifies **Regulation (CEE) No. 174/66** relating to import and export certificates in the olive oil sector (*Journal Officiel* No. L7 dated January 10, 1970).

Regulation (CEE) No. 39/70 modifies **Regulation (CEE) No. 1486/69** which relates to communications between Member States and the Commission with respect to the market in fats in so far as it concerns information relating to import and export certificates for olive oil (*Journal Officiel* No. L7 dated January 10, 1970).

Customs legislation in the EEC

THE *Journal Officiel des Communautés Européennes* No. L7 dated January 10, 1970 contains the text of **Regulation (CEE) No. 37/70** relating to determining the origin of essential spare parts intended for a plant, machine, appliance or vehicle, dispatched in advance.

The French text of this Regulation may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408).

Tariff quotas (correction)

THE *Board of Trade Journal* dated January 7, 1970 (page 59) contained an announcement about **Regulation (CEE) No. 2541/69** increasing a community tariff quota for unwrought aluminium. This should read 'unwrought magnesium'.

Rules of Competition (correction)

THE *Board of Trade Journal* dated December 31, 1969 (page 1746) contained an announcement to the effect that an official translation of the Commission's **Decision No. 69/202/CEE** is now available. This should read 'unofficial translation.'

FRANCE

Import regulations

THE FRENCH *Journal Officiel* of January 4 published an arrete of December 17, 1969 setting out the regulations governing the marking of preserved or semi-preserved food products for the year 1970.

The goods must bear on the outer wrapping or container the date on which they were manufactured.

For semi-preserved products the date should include the letter 'B' (the code letter for goods manufactured in the year 1970) followed by the number (between 1 and 365) showing the day of manufacture during 1970 of the goods in question.

For quick-frozen foods the regulations of Decree No. 649-949 of September 9, 1964 still apply, i.e. the outer wrapping or container must bear the date on which they were quick-frozen. This date must be in indelible ink and can be in conventional code, but all symbols should be marked without spacing and start with the year of processing. The Service de la Repression des Fraudes must be advised if coded dates are used.

For preserved goods, manufacturers and importers may apply in writing to the Service de la Repression des Fraudes et du Controle de la Qualité, 42 rue de Bourgogne, Paris, 7e, for the regulations governing these products.

Inquiries concerning this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text may be seen.

Duty quotas

THE French *Journal Officiel* of December 23 announced the amounts for 1970 of the following duty free or duty reduced quotas and set out the conditions under which these quotas will be admitted:

France: Tariff No.	Description	Amount metric tons net
32.01 D	Eucalyptus tanning extract	30
Ex 54.03 B I a	Flax or ramie yarn raw (excluding tow yarn) measuring 30,000 m. or less per kg.; to be used in the manufacture of twisted or cabled yarn for the footwear industry or for joining cables†	5
73.02 C	Ferro-silicon	50
73.02 D	Ferro-silicon manganese	100

† The yarn admitted under this quota is subject to the fulfilment by the actual consignees, assignees and users, of the formalities laid down at Article 4 of the Order of June 28, 1963, stating the conditions of admission of certain goods under a more favourable tariff treatment in view of their intended use. The goods must be used for the purposes stated within a period of one year from the date of registration of the customs declaration.

Imports must be routed through the following Customs posts:
Marseille – port – for the tanning extract
Dunkerque – port – for the yarn
Jeumont – Erquelinnes – gare, route et canal – for the ferro-silicon
Dunkerque – port and Feignies – gare et route – for the ferro-silicon-manganese

Inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Room E.59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text may be seen.

Global quota for horsemeat

THE FRENCH *Journal Officiel* of December 31 announced the opening of a quota for the import of horsemeat, fresh or chilled, but excluding frozen (Tariff heading 02.01 A I a, ex I, ex b) originating in and imported from all countries other than member countries of the EEC.

The quota will be opened in six periods until December 31, 1970
First period: January 1-February 28
Second period: March 1-April 30
Third period: May 1-June 30
Fourth period: July 1-August 31
Fifth period: September 1-October 31
Sixth period: November 1-December 31.

Requests for import licences will be accepted only from applicants who can give statements of previous imports for the period January 1, 1967 to March 31, 1968.

Applications must state the source and country of origin, these being identical unless a special derogation is needed.

Separate import licence applications either for horsemeat or for the ass and mule species, must be made for each of the six periods and sent to the Direction Generale des Douanes et Droits Indirects (Division E), 8 rue de la Tour des Dames, Paris, 9e, during the times specified above for each period.

Applications will be examined as and when received and the expiry date of validity will be stamped on the licence.

Statements of imports effected between January 1, 1967 and March 31, 1968, showing the country from which they were imported, should be addressed to the Ministere de l'Agriculture (direction des relations internationales, service des relations bilaterales et des operations commercial avec l'etranger, bureau des autorisations commerciales), 78 rue de Varenne, Paris, 7e.

Inquiries concerning this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text may be seen.

Global quotas for solid fuel

THE French *Journal Officiel*, of January 3, announced the opening for the year 1970 of quotas for importation of the following products remaining subject to quantitative restrictions when originating in and imported from countries outside the Franc Zone (excluding Rhodesia).

The products which are allotted quota numbers 200 to 206, are solid mineral fuels of tariff headings ex 27.01, ex 27.02 and ex 27.04.

Imports will be effected by l'Association Technique de l'Importation Charbonniére (ATIC), 149 rue de Longchamp, Paris, 16e, who are authorized to submit import licence applications to the Direction generale des douanes et droits indirects, division E, 8 rue de la Tour des Dames, Paris, 9e, from January 3, 1970.

Inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E C.4 (Tel. 01-248 5757, Ext. 423/408/288) where the French text may be seen.

SPAIN

Customs tariff modification

THE SPANISH *State Gazette* of January 12, announced the following modifications to the Spanish Customs Tariff:

Heading	Description	Definitive duty	Transitory duty
84.10	Pumps, motor pumps and turbo pumps for liquids, including unmechanical pumps with measuring devices and delivery pumps with measuring devices; liquid elevators of bucket, chain, screw, band, etc.:		
	A. Pumps for metals in the liquid state	30 per cent	16 per cent
	B. Delivery pumps with measuring devices:		
	1. With a totalizing device	50 per cent	30 per cent
	2. Other	30 per cent	16 per cent
	C. Injection pumps	50 per cent	41·5 per cent
	D. Pumps for piston and internal combustion engines:		
	1. Injection fuels	50 per cent	41·5 per cent
	2. Other (water, petrol, oil, etc.)	35 per cent	28 per cent
	E. Other pumps, excluding motor pumps		
	1. Piston pumps	30 per cent	16 per cent
	2. Other	25 per cent	13 per cent
	Ex. 2. Thread pumps	—	—
	F. Motor pumps:		
	1. Operated by turbine	30 per cent	16 per cent
	2. Other:		
	(a) Multi-stage centrifugal pumps of more than 100 metric HP other than submergeable electro pumps	20 per cent	16 per cent
	(b) Other	40 per cent	23·5 per cent
	G. Liquid elevators (bucket, chain screw, band and similar)	25 per cent	13 per cent
	H. Parts and spare parts:		
	1. Of injection pumps	50 per cent	41·5 per cent
	2. Pistons, cylinders and retaining valves for injection pumps	50 per cent	41·5 per cent
	3. Other	31 per cent	24 per cent

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

Import quota: beta-naphthol

THE Spanish *State Gazette* of January 12 announced the following import quota of beta-naphthol with a reduced Customs duty of 5 per cent valid until January 12, 1971.

Tariff heading	Description	Quota in tons
29.06-A.5	beta-naphthol	750

Reduced customs duty: tropical woods

NOTICE was given in the *Board of Trade Journal* of October 8, 1969 (page 988) of a 2 per cent import duty on tropical woods (Tariff headings 44.03-E and 44.04-B) valid until December 1969.

The Spanish *State Gazette* of January 12, announced that the validity period has been extended to March 15, 1970.

Inquiries about these notices should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext, 460/462).

Import regulations

THE SPANISH *State Gazette* of December 30, published an Order of December 24, 1969 amending article 30, para. 1 (B) of the Order of September 25, 1968 which became effective on January 1, 1969.

The new order does not affect the normal validity period of an import declaration or licence. It reduces the period in which importers must effect payment before the authorized Bank is obliged to refer the matter to the Spanish Exchange Control (IEME) from three months to 15 days from the date of expiry of the import declaration or licence.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext, 460/462), where the Spanish text may be seen.

PORTUGAL

Import of wool yarns under drawback

PORTUGUESE *Diario do Governo*, Series 1, Number 285, of December 6, 1969, published Order No. 24455 which authorized the import, under drawback, of wool yarns intended for export after dyeing.

The duties corresponding to 100 kg. of imported yarn will be refunded on each 100 kg. of dyed wool yarn exported.

Inquiries about this notice should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

BELGIUM

New postal sorting system

AS FROM December 15, 1969 Belgian postal addresses are now to be identified by a numerical code. At the same time certain other requirements of the postal authorities have taken effect.

A letter to an address in Belgium from another country will have the letter B hyphenated to the Belgian postal district concerned, e.g. B-6700 ARLON.

Booklets containing the basic new instruction and the district number can be seen at Statistics and Market Intelligence Library, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. Or at the nearest Regional Office of the Board of Trade.

SWITZERLAND

Differential rates of duty

THE SWISS Federal Department of Finance and Customs has authorized the cancellation of Orders of December 16, 1959 (relating to Chapters 39, 55 and 73 of the Customs Tariff) and December 23, 1964 (relating to Chapter 13), and has authorized their replacement, with effect from December 15, 1969, as follows:

Tariff Number	Product	Use	Favourable rates Francs per 100 KG gross
13.03.60	Flour of carob and guar seeds, whether or not slightly modified by chemical treatment, in order to stabilize their mucilaginous properties	Chemical treatment [etherification, esterification or debasement] to obtain technical products	1
*	Sheets and plates of the plastic materials of Nos. 39.01/39.02/39.03/39.05/39.06 worked or not	Manufacture of photographic films or, simply, the application of a coating to serve as a base for sensitive emulsion; manufacture of sheets cleared of static electricity or rendered mat for the graphic art industry	10
	Cotton, cotton linters and cotton waste, bleached and scoured (absorbent) uncarded, uncombed	Spinning, manufacture of paper, explosives, cotton-collodium, celluloid, acetate of cellulose or viscose	
55.01.30	Cotton		3
55.02.30 55.01.30	Cotton linters		3
55.03.30 55.01.30	Cotton waste		3
55.03.70 55.01.30	Pulled or garnetted rags of cotton		3
73.40.76/80	Rough blanks in chromium steel in the form of discs, rings, balls or rolls of a unit weight of 50 kg. or less	Manufacture of ball or roller bearings	3

*Classification in the tariff is made under the Tariff No. provided for the type of sheets or plates imported.

Inquiries about this notice should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 459).

IRISH REPUBLIC

Importation of ceramic ware

IN THE *Board of Trade Journal* of December 17, 1969 it was reported that a proposal to amend the Merchandise Marks (restriction on importation of ceramic ware) Order 1969 to provide that it shall, insofar as it relates to tableware, come into operation on April 15, 1970, had been referred to the Merchandise Marks Commission.

An Order has now been made by the government of the Irish Republic (Merchandise Marks (restriction on importation of ceramic ware) (Amendment) Order 1970), which provides that the Order, insofar as it relates to tableware, shall come into operation on July 15, 1970.

ISRAEL

Import liberalization

THE FOLLOWING additions have been made to the Israeli list of commodities for which import licences are issued without restriction:

Israel Tariff No.	Description of goods	Duty	Purchase Tax	Imports Liberalized as from
11.08-9990	Potato starch	IL.0·25 per kilo including inner container	Exempt	24.11.1969
37.05-3000	Slides	80 per cent	Exempt	17.12.1969
70.04-2010	Cast or rolled glass in thicknesses not less than 4 mm, completely transparent with a smooth surface on both sides, not coloured, stained or coated in any way:		40 per cent	24.11.1969
-2011	of a thickness of not more than 8·5 mm	40 per cent but not less than IL.1·00 per kilo		
-2019	other	25 per cent		
70.05-1010	Drawn or blown glass of a thickness not less than 4 mm, completely transparent with a smooth surface on both sides, not coloured, stained or coated in any way:			
-1011	of a thickness not more than 8·5 mm	40 per cent but not less than IL.1·00 per kilo		
-1019	other	25 per cent		
	Wrist watch straps and parts			
71.16-2510	The straps	80 per cent but not less than IL. 0·70 each	25 per cent	17.12.1969
71.16-2590	Parts	80 per cent	25 per cent	17.12.1969
71.16-2600	Bands in strips for wrist watch straps	80 per cent but not less than IL.2·00 per metre		
73.10-1021 73.10-2010 73.14-2000 73.15-2092 73.15-5093	Precision metals	10 per cent	Exempt	7.12.1969
82.04-9990	Staple extractors	50 per cent	15 per cent	24.11.1969
90.17-4090	Hypodermic needles	35 per cent but not less than IL.0·80 per dozen	Exempt	7.12.1969
90.19-2020	Artificial teeth	50 per cent	Exempt	6.11.1969

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

REPUBLIC OF SOUTH AFRICA

Change to the metric system

SOUTH AFRICAN *Government Gazette* Notices Nos. R.4006 and R4007 published on December 31, 1969, amend the Regulations under the Weights and Measures Act, 1958.

Amongst other provisions metric quantities are introduced for certain items detailed below, which may from the commencing dates shown be packed in the permissible metric quantities specified

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when imported for sale or prepared for sale in pre-packed form or, when applicable, when sold from bulk for consumption in predetermined measure.

The compulsory dates shown shall only apply to a retail dealer who prepacks such commodities on his retail premises if he is in possession of a suitable metric weighing or measuring instrument.

Commodity	Commencing date	Compulsory date	Permissible quantities	Exemptions
Potatoes in packets for sale on a public market	January 1, 1970	January 1, 1970	15 kg.	
Rice, dried beans, dried whole peas, (green or yellow), split peas, pea flour, lentils (whole or split), pearl barley, bird seed and bird seed mixtures, and mixtures of sun-dried cereals and pulses for adding to soups	1 January, 1970	January 1, 1970	100 g, 200 g, 500 g, 1 kg. 2 kg, 5 kg, 10 kg, 20 kg and 50 kg	
Bean meal and rice flour	January 1, 1970	January 1, 1970	100 g, 200 g, 500 g. 1 kg. 2 kg, 5 kg, 10 kg, 20 kg and 50 kg	
Chicken grit and balanced rations in small measure packs	January 1, 1970	January 1 1970	1 kg, 2 kg, and 10 kg	
Salt	January 1, 1970	January 1, 1970	500 g, 1 kg and 50 kg	
Dried fruit as defined elsewhere in the Regulations	January 1, 1970	January 1, 1970	Any quantity above 62·5 g up to and including 125 g; then 250 g, 500 g, 1 kg and multiples of 0·5 kg above 1 kg	62·6 g.
Greases and petroleum jellies	January 1, 1970	January 1, 1970	10 g, 20 g, 50 g, 100 g. 200 g. 500 g. 5 kg, 15 kg, 50 k g, and 180 kg	
Absorbent cotton wool for surgical, medical, dental, first-aid and toilet purposes, or cotton or mixture of fibres used for similar purposes	April 1, 1970	October 1, 1970	25 g, 50 g, 125 g. 250 g 500 g, 1 kg or an integral multiple of 1 kg	
Cotton seed	August 1 1970	February 1, 1971	50 kg	
Butter substitutes, and vegetable cooking fats excluding margarine and ghee	May 1, 1970	May 1, 1970	125 g, 250 g, 500 g, 5 kg, 12·5 kg, 25 kg, and an integral multiple of 1 kg, above 100 kg	
Butter	June 1, 1970	January 1, 1971	250 g, 500 g, and 25 kg. A quantity of butter in prepacked form sold at a retail price of 5 cents or 10 cents may be of any weight	
Condensed milk – sweetened	June 1, 1970	January 1, 1971	225 g, 397 g, 1 kg or an integral multiple of 1 kg	
Condensed milk – unsweetened	June 1,1970	January 1, 1971	170 g, 410 g, 1 kg. or an integral multiple of 1 kg	
Fertilizer for agricultural use, excluding liquid fertilizer	January 1, 1970	July 1, 1970	50 kg	
Fertilizer for garden use, excluding liquid fertilizer	January 1, 1970	July 1, 1970	5 kg, 10 kg and 20 kg	
Edible nuts prepacked in flexible packaging only	January 1, 1970	June 1, 1970	30 g, 55 g, 100 g, 200 g, 500 g. 1 kg or an integral multiple of 1 kg	
Mixtures of instant coffee and chicory	January 1, 1970	January 1. 1971	Any quantity up to and including 50 g; then 100 g, 250 g, 500 g, 750g. 1 kg and multiples of 0·5 kg above 1 kg up to and including 50 kg	
Pure instant coffee	January 1, 1970	January 1, 1971	Any quantity up to and including 25 g; then 62·5 g, 125 g, 250 g 500 g, 1 kg and multiples of 0·5 kg above 1 kg up to and including 50 kg	
Ground coffee, mixtures of ground coffee and chicory, and tea	January 1, 1970	January 1, 1971	Any quantity up to and including 25 g; then 62·5 g, 125 g, 250 g 500 g, 1 kg and multiples of 0·5 kg above 1 kg up to and including 50 kg	
Jams, jellies (jam type) and marmalade	January 1, 1970	January 1, 1973	30 g, 226 g, 340 g, 453 g 680 g, 907 g, 3·628 kg, 22·68 kg and any quantity when prepared specially for use by diabetics	
Hand-knitting, crocheting, rug-making, mending, embroidery, tapestry or crewel wools or synthetic yarns or composites of such fibres	January 5 1970	January 1 1971	10 g, 25 g and 50 g with multiples of 50 g packed in 100 g and 500 g bags boxes or packets; provided that all the specified wool or yarns except knitting wool, may alternatively be prepacked by measure of length	
Lime, excluding purified lime for human consumption	March 1 1970	September 1, 1970	10 kg, 20 kg, 25 kg, 40 kg, and 50 kg	
pe tobacco	January 1, 1970	July1, 1970	12·5 g, 25 g, 50 g, 100 g, 200 g, 5 kg, 15 kg, and 40 kg	
ing powder, bicarbonate of soda, borax, cream of tartar, tartaric acid, citric acid, Epsom salts, glauber salts and washing soda	January 1, 1970	July 1, 1970	Any quantity up to and including 25 g; then 50 g, 100 g, 200 g, 500 g, 1 kg, 2 kg, 5 kg, 10 kg 20 kg and 50 kg	
Creosote, creosote substistute, ready-mixed paints, enamels, lacquers, varnish and wood stain or any wood preservative, in a condition ready for use except an aerosol	January 1. 1970	July 1, 1970	Any quantity up to and including 125 ml; then 250 ml, 500 ml, 1 l, 5 l, 20 l, 200 l, and multiples of 1 l above 500 l, in the case of creosote	
Paraffin and other petroleum fuels and lubricating oils	January 1. 1970	January 1. 1970	100 ml, 200 ml, 500 ml, 1 l, 5 l, 20 l, 100 l, 200 l, 210 l, and multiples of 1 l above 500 l	
Olive oil, linseed oil, salad or other edible oil except when pre-packed for the pharmaceutical or toilet trade	May 1, 1970	May 1, 1970	250 ml, 500 ml, 750 ml, 1 l, 2·5 l, 5 l, 20 l, 50 l, 200 l, and multiples of 1 l above 200 l	
Brake fluid, automotive liquid chemicals (radiator flushing liquids, engine or garage degreasing liquid, automatic transmission fluid, radiator liquid additive, shock absorber fluid or oil, shackle rubber lubricant, radiator coolants, anti-freeze mixtures and clutch liquid compounds), tyre paints, soldering fluid and penetrating oil	January 1, 1970	April 1, 1970	200 ml, 500 ml, 5 l, 20 l, 200 l, and 210 l	
Beer sold from bulk for consumption on premises licensed for such sales	January 1, 1970	January 1, 1972	250 ml, 500 ml, 750 ml and 1 l	

Customs tariff application

CUSTOMS TARIFF Application List No. 502, published in the South African *Government Gazette* of January 16, contains an application to the Board of Trade and Industries for increase in duty on (1) household refrigerators and household refrigerator cabinets, from the existing rates of duty to 25 per cent *ad valorem* or R4 per cubic foot nominal storage capacity whichever is the greater; and (2) laundry washing machines with a dry weight loading capacity not exceeding 15 lb. from 25 per cent *ad valorem* to 25 per cent *ad valorem* or R3.50 per lb. dry weight loading capacity, whichever is the greater.

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representation to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2274).

(SOUTH AFRICA, *continued on next page*)

SOUTH AFRICA, *continued*

Customs tariff changes (1)

THE FOLLOWING changes are notified in the South African *Government Gazette,* No. 2603 of January 9.

Notice No. R.49: specific provision at a rate of duty of 3 per cent (General) and free (Preferential) is made for aluminium bobbins of a kind used with textile machinery.

Notice No. R.50 the duty on household refrigerator cabinets for refrigerators of a nominal storage capacity exceeding 12 cubic feet is reduced from 25 per cent to free.

Notice No. R.51: alteration is made to the rebate arrangements for amino-oxazolidone and amino-oxazolidone sulphate for the manufacture of furazolidone.

Notice No. R52 represents a tightening of the rebate facilities afforded to passengers' baggage.

Customs tariff changes (2)

THE FOLLOWING changes are notified in *Government Gazette* No. 2609 of January 16.

R.93: Specific provision for statistical purposes is made for pecan and macadamia nuts.

R.94: Specific provision at increased rates of duty is made for magnesium trisilicate acetamine phenol (paracetamol) and phenacetin.

R.96: (1) Provides for a rebate of the full duty on isocyanates and polyester resins for the manufacture of polyurethane elastomers; (2) provisions for a rebate of duty on aliphatic or aromatic poly isocyanates or mixtures or solutions thereof, or isocyanate prepolymers or solutions thereof, and on isocyanate prepolymers are withdrawn as these goods are now free of duty; (3) provision is made for a rebate not exceeding the MFN duty on impregnated textile fabrics for manufacture of polishing buffs.

R.95: Specific provision is made for abrasive powder or grain of silicon carbide on a base of woven fabric, of paper, of paperboard or of other materials and the duty thereon increased from 15 per cent to 25 per cent.

R97: Provision is made for a drawback of the full duty on wood-free paper or paperboard with a basis weight per sq. m. not exceeding 250 grm. and with a f.o.b. price per 2,000 lb. not exceeding R.240 used in the manufacture of punchcards exported from the Republic.

Changes in weights and measures legislation

SOUTH AFRICAN *Government Gazette* notices of December 31, 1969 notify the following changes in legislation relating to weights and measures:

R.331: Weights and Measures Amendments Act, 1964 (Act 44 of 1964) came into operation on January 1.

R.332: Weights and Measures Amendment Act, 1969 (Act 55 of 1969) came into operation on January 1.

R.331, R.334, R.335: Promulgate new metric measures by amendment of the Weights and Measures Act, 1958.

ZAMBIA

Import control

THE CONTROL of Goods (Import) (Amendment) Open General Licence, 1969, published as Statutory Instrument No. 11 of 1970, amends, with effect from January 21 the First Schedule to the Control of Goods (Import) Open General Licence, 1968 (published in the *Board of Trade Journal* of November 15, 1968, pages 1369-1370) by the deletion of the following item:

4. Coal, coke and breeze,

Explanatory Note:

The above items are now prohibited from being imported without a specific import licence.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

TANZANIA

Import licensing regulations

GOVERNMENT Notice No. 13, Open General Licence, 1968 (Amendment) Notice, 1970, published in the United Republic of Tanzania *official Gazette* of January 9, amends, with effect from January 1, the Open General Licence, 1968. The Second and Fourth Schedules to the latter Open General Licence (published in the *Board of Trade Journal* of August 16, 1968, pages 514-515) and subsequently amended, are now further amended to the following extent:

Second Schedule

Tanzania BTN Number	Description of Goods
	(a) (i) By inserting in their appropriate numerical positions the following new items:
04.03	Butter
04.04	Cheese
48.01/09	Paper and paperboard in rolls or in sheets
61.06	Shawls, scarves, mufflers, mantillas, veils and the like
84.41	Sewing machines, furniture specially designed for sewing machines; sewing machine needles
	(ii) By deleting the items relating to BTN numbers 18.06 A, 61.02 A, 62.02 A and substituting repectively therefor the following:
18.06	Chocolates and confectionery
61.02	Women's, girls' and infants' outer garments
62.02	Bed-linen, table-linen, toilet-linen and kitchen-linen, curtains and other furnishing articles

Fourth Schedule

BTN Number	Description of Goods
	(b) (i) By inserting in their appropriate numerical positions the following new items:
40.08	Plates, sheets, strips, rods and profile shapes of unhardened vulcanized rubber
48.01/09	Paper and paperboard, in rolls or in sheets
59.01	Sanitary towels
61.06	Shawls, scarves, mufflers, mantillas, veils and the like
70.14	Lantern globes
	(ii) By deleting the items relating to BTN numbers 18.06 A, 61.02 A and 62.02 A and substituting respectively therefor the following:
18.06	Chocolates and confectionery
61.02	Women's, girls' and infants' outer garments
62.02	Bed-linen, table-linen, toilet-linen and kitchen-linen; curtains and other furnishing articles

Explanatory Note:

All applications to import the goods shown in the Second Schedule should be submitted to the State Trading Corporation, PO Box 883, Dar-es-Salaam, and not direct to the office of the Imports Controller.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

UGANDA

Import prohibition

STATUTORY Instrument No. 240 of 1969, published in the Uganda *Official Gazette* of December 24, announces, with effect from December 19, the External Trade (Import Prohibition) (Amendment) (No. 3) Order, 1969. The Schedule to the External Trade (Import Prohibition) Order, 1968 (published in the *Board of Trade Journal* of August 2, 1968, page 356) and subsequently amended, is now further amended by the addition of the following commodities:

Schedule

Refrigerators (domestic) electrical and non-electrical.

Explanatory Note:

The importation of the goods specified in the above Schedule except those which are manufactured in Kenya and Tanzania is now prohibited.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the Board of Trade Journal *should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London, E.C.*1 (01-248 9876, *Ext.* 6147).

PAKISTAN

Import licensing policy

COPIES OF THE Pakistan *Gazette* containing the official import policy for the shipping period January-June 1970 (brief details of which were given in last week's *Board of Trade Journal*) have now been received. Inquiries relating to the new policy should be addressed to Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455).

CEYLON

Import licensing of drugs

CEYLON IMPORT Control Notice No. 30/69 contains an additional list of proprietary drugs and non-proprietary preparations which may be imported on licences issued under Quota Item No. D. 1 and under the terms given in Import Control Notice No. 25/64 published in the *Board of Trade Journal* dated January 15, 1965 (page 136).

The list of drugs may be seen at Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

SINGAPORE

Pioneer industries

THE BOARD OF TRADE have been informed by cable that the Singapore government proposes to declare the following industries and products to be pioneer industries and pioneer products under the Economic Expansion Incentive (Relief from Income Tax) Act, 1967:

Industries (in Singapore)	Products
1. Textiles	Synthetic fibre and yarn
2. Floor covering manufacture	Carpet backing cloth, all types

The proposal to designate these products appeared in the *Board of Trade Journal* of November 26, 1969.

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MALAYSIA

Advance information on imposition of new import duties

THE BOARD OF TRADE have been informed by cable that the Malaysian Government has announced the imposition of new import and excise duties in its new budget. Provisional details are as follows:

Import and excise duties on cigarettes will increase by five cents per packet and on wines and spirits by various amounts ranging up to about two dollars per bottle.

Import duties on motor vehicles will be raised from the present 35 per cent in West Malaysia (30 per cent in East Malaysia) to 45 per cent.

Excise duties will be imposed on domestically assembled vehicles at the rate of 25 per cent for motor cars, 15 per cent for commercial vehicles and 20 per cent for motor cycles and scooters in lieu of the present registration fees. Cars, motor cycles and scooters assembled in West Malaysia will be given a partial duty exemption when moved to East Malaysia.

It is also stated that new, or increased, excise duties will affect such articles as soap, dentifrices, tyres and tubes, mattresses, cushions, primary cells, batteries and condensed and powdered milk. More detailed information will follow as soon as possible.

Pioneer industries

THE BOARD OF TRADE have been informed by cable that the Malaysian government has declared the following industries and products to be pioneer industries and pioneer products under the Investment Incentives Act, 1968:

Industries: in Malaysia	Products
1 Manufacture of primary plastics	Polymethyl methacrylate casting sheet Polyester resin coating board Amino-alkyd resin coating board
2 Manufacture of beverages	Canned and bottled toddy
3 Manufacture of non-metallic mineral products, n.e.s.	Refined kaolin of various grades

The proposal to designate these products appeared in the *Board of Trade Journal* of October 29, 1969.

Industries: in Malaysia	Products
1 Shipbuilding and repairing	Steel ships and vessels
2 Manufacture of hardware tools and cutlery	Stainless steel cutlery and sinks, household utensils of copper and brass
3 Manufacture of wire and wire products	Woodscrew
4 Manufacture of industrial machinery and parts	Diesel engines
5 Manufacture of non-metallic mineral products, n.e.s.	Grinding wheels, coated abrasives
6 Manufacture of rubber products, n.e.s.	Transmission conveyor or elevator belts of vulcanized rubber
7 Manufacture of transport equipment	Outboard motors

The proposal to designate these products appeared in the *Board of Trade Journal* of November 19, 1969.

NEW ZEALAND

Tariff changes: clocks and watches

DETAILS are given below of changes in the New Zealand Customs Tariff which came into effect on January 1, 1970:

Tariff Item	Description	Unit	Rates of duty		
			British Preferential	Most Favoured Nation	General Tariff
91.04	Other clocks:				
	Electric:				
91.04.03	Battery operated	No.	15% Aul. 12%	35%	45%
91.04.04	Other kinds	No.	15%	35%	45%

The following item was revoked on January 1, 1970: 91.04.02.

Any inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 1063/69.

Reduction of import duties

DETAILS of the third of five annual reductions in the rates of import duty, as a result of the 'Kennedy Round,' have now been received.

These came into effect on January 1, 1970, and details of the items concerned and the substantive tariff rates in effect from that date may be seen at Board of Trade, Room E.54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 401).

AUSTRALIA

Dumping cash securities: fertilizers

NOTICE WAS given in the *Board of Trade Journal* of October 29, 1969 that dumping cash security action has been applied to imports of nitrogenous fertilizers entered into Australia for home consumption on and after October 17, 1969.

It has now been reported by the Australian Department of Customs and Excise that from January 6, 1970 the term 'nitrogenous fertilizers' is to be taken to include materials falling within an item in chapters 28, 29 or 31 of the First Schedule to the Customs Tariff 1966-1969, used principally as nitrogenous fertilizers when such materials are of a type, or are intended, for use other than as fertilizers.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference no. CRE 1583/69.

URUGUAY

Cyclamates

A DECREE was published during November, 1969, in Uruguay prohibiting the manufacture, use and marketing of beverages and foodstuffs containing Cyclamates. This took effect from December 1, 1969. All medicinal compounds containing Cyclamates must now be marketed and used exclusively under prescription and medical control.

CHILE

Permitted import list amendments

THE FOLLOWING amendements were made recently to the Chilean permitted import list:

Page	Item No.	Details	Percentage of prior deposit
14	14.03	Branches of Guinea maize and the like	0
19	21.07	Add new sub-heading: odoriferous substances with hydrates of carbon	0
26	27.02	Bituminous coal	0
	27.04	Metallurgical coke	0
34	29.04	Isopropyl alcohols	0
44	30.03	Add new sub-heading: Amino acids and their compounds with or without additives, in capsules, in bulk	0
56	32.09	Special paints for ships	0
70	39.01	Add new sub-heading: corrugated polyester sheets reinforced with glass fibre	0
71	39.02	In the heading 'Films of polyvinylidene chloride. . .' alter '22·5 cms' to read '30·5 cms'	0
71	39.02	Insert new sub-heading: Adhesive plastic tapes, backed or not, in rolls up to 10 cms wide and more than 40 metres long for making adhesive patches	0
83	45.04	Add new sub-heading: Stoppers for sparkling wines, from 28 to 32 mm in diameter with the name, brand and trade mark of the bottler burned into them	0
84	48.01	Special paper for mortgage and Government bonds and safety paper for travellers' cheques	0
85	48.01	Base paper for making heliographic paper, weighing 45 to 75 grams and 100 to 120 grams per square metre, and containing a minimum of 90% cellulose	0
85	48.01	Add new sub-heading: Backing paper for stuccoed papers or cardboards	10,000
86	48.07	Paper, coated on one or both sides, with polyvinyl chloride for automatic filling machines	0
88	48.15)	Paper strips impregnated with adhesives on one side only, for industrial painting processes	0
88	48.15	Gummed paper for franking machines	0
97	56.02	Add new sub-heading: of acrylic fibres	30
	56.04	Add new heading and sub-heading: Man-made fibres (discontinuous or waste), carded, combed or otherwise prepared for spinning:	
		Polyester tops	30
		Tops of acrylic fibres	30

Page	Item No.	Details	Percentage of prior deposit
98	58.05	Add new sub-heading: gauze bandages for medical use	0
98	58.05	Add new sub-heading: Ribbons made of synthetic fibres, with sealed edges, for making printing ribbons for office machines	0
108	70.05	In the sub-heading: 'Athermic plate glass . . .' delete the words '3·8 . . . windows'	0
108	70.06	Plate glass 2·5 to 3·2 mm and 4 to 8 mm thick . . . After the word 'windscreens' insert: 'and lateral and rear windows'	10,000
116	73.12	Iron and steel hoop and strip with metallic coating	0
124	73.40	Connectors for exclusive use in wooden structures, without bolts	0
133	79.06	Add new sub-heading: Small slabs of zinc for making dry-cell batteries	0
138	82.05	Delete the three sub-headings and opposite the main heading add	0
138	82.09	Add new heading and sub-heading: Knives with cutting blades, serrated or not (including pruning knives), other than knives falling within heading No. 82.06: Penknives	0
141	83.07	Add new sub-heading: Ultra violet light lamps and accessories for them	0
146	84.15	Add new sub-heading: Ice-cream making machines – more than 40 litres capacity per hour	0
150	84.21	Add new sub-heading: Membrane or graphite piston motor compressor equipment up to ¾ h.p.	0
159	84.41	Domestic sewing machines, with foot-working pedestal	0
		Portable and table domestic sewing machines, without foot-working pedestal	0
161	84.47	Saw benches for timber, fitted with circular saw attachment with rack back and forth movement, or with cable drum and setter worked automatically	90
162	84.47	Double-faced expanding planers with attachment for edging. with a speed of up to 20 metres per minute	0
164	84.52	Electric and electronic accounting machines	0
164	84.53	Electric and electronic statistical machines	0
167	84.60	Delete the sub-heading and opposite the main heading add	0
187	87.06	Add new sub-heading: Pieces and parts for making gear boxes, rear axles and parts thereof	0
187	87.06	Add new sub-heading: Pieces and parts for making steering columns	0
187	87.06	Pieces and parts for the assembly of bus chassis if they are those which should normally be of local origin	0
		Pieces and parts for the assembly of lorry chasssis, if they are those which should normally be of local origin	0
190	89.00	Other types of vessels and material for navigation	0
198	91.00	**General Headings** Add new sub-heading: Spare parts for watches and clocks	0
201	Ch. 92	Musical instruments	0
		Spare parts for musical instruments	0
204	97.06	Water skis and spare parts	0
		Golf clubs and balls, and parts	0
		Polo sticks and balls	0
		Clay pigeon shooting, discs, apparatus, throwers, and electronic controls	0

All goods which were liable to a 120 per cent rate of prior deposit are now liable to a 90 per cent rate.

Customs schedule amendments

THE FOLLOWING amendments were made recently to the Chilean Customs Schedule:

Tariff Item	Details	Specific duty Gold pesos	*Ad val.* Duty
01.02.01	Pure-bred animals of the bovine species, for reproduction purposes (subject to the authorization of the Chilean Development Corporation).	C/U Free (valid until 31.12.70)	Free
73.15.03.99 73.15.05.99	Bars and rods of chrome silicon steel, for the manufacture of springs, of the following chemical composition: Carbon 0·55 to 0·65 per cent Manganese 0·65 to 1·10 per cent Silicon 0·20 to 0·35 per cent Chromium 0·60 to 1 per cent Phosphorus 0·035 per cent maximum Sulphur 0·04 per cent maximum	Free (valid until 31.12.70)	10 per cent.
90.17	Dialysis machines (artificial kidneys) as well as their parts, components and spares, and all elements and products used in their operation.	Free This franchise may only be granted to end-users subject to the approval of the National Health Service.	Free

BRAZIL

Imports for expansion and re-equipment projects

WITH REFERENCE to the notice on page 408 of the *Board of Trade Journal* dated February 7, 1969, Resolution No. 725 extends to three years the validity of Resolution No. 589 (published November 22, 1968), which exempts from import duty equipment, machinery, apparatus or instruments, spares and accessories, etc. (with no registered national similar) required for expansion and re-equipment projects of the Companhia Vale do Rio Doce in the railway transport, parts and mining divisions.

UNITED STATES

Fair Packaging and Labelling Act: silicons and adhesives

THE *Board of Trade Journal* of October 15, 1969, gave notice of a proposal to exempt silicons and adhesives packaged in pressurized containers from certain of the labelling requirements of the regulations under the United States Fair Packaging and Labelling Act.

After consideration of all comments received the United States Federal Trade Commission has decided that the proposed exemption should not be granted.

Inquiries about this notice should be addressed to (United States Tariff Section), Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457), reference FR 13.1.70.

Guides for the wig and hairpiece industry

THE *Board of Trade Journal* of October 29, 1969, gave notice of a proposal to issue guides on the labelling and advertising of wigs and hairpieces to assist manufacturers and advertisers of such products to avoid violation of the law.

The United States Federal Trade Commission has now extended the date for filing comments on this proposal to February 2, 1970.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel 01-222 7877, Ext. 2397), reference FR 9.1.70.

(UNITED STATES, *continued on next page*)

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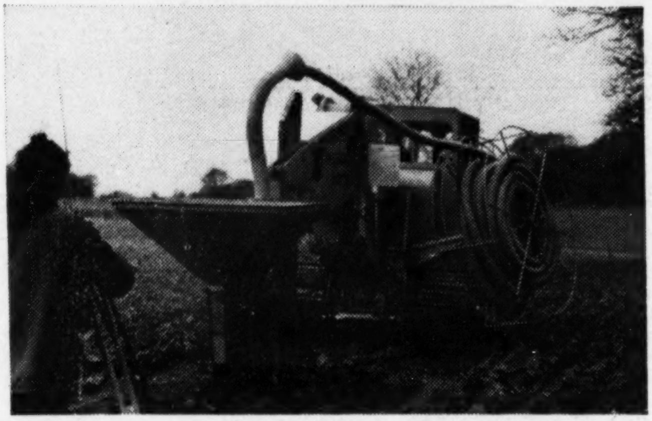
UNITED STATES, *continued*

Motor vehicle safety standards: standards 109 and 110

THE UNITED STATES Federal Highway Administration has announced amendments to appendix A of standards 109 and 110 which become effective on February 12, 1970.

Inquiries about this notice should be addressed to United States Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457), reference FR 13.1.70.



A trenchless pipelayer, one of two models for which Hudswell Badger of Leeds has recently received an £8 million order from America to bring total export business to the £12 million mark. The steel blade of the machine slices through the ground, its bullet-shaped expander creating a channel into which pvc pipe is drawn or ducted in to the ground in lengths of up to 600 feet in one continuous operation.

FILMS FOR EXPORTERS

THE BOARD OF TRADE has prepared three films on exporting which are suitable for showing to Chambers of Commerce, Trade Associations, Export Clubs and other organizations who have an active interest in exporting. All three films were produced for the Board of Trade by the Central Office of Information and are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, W.3 (Tel. 01-743 5555).

They are:

'Shop Windows for Exports.' A 20-minute 16 mm. film in colour which describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions. It shows how a manufacturer can select those 'Shop Windows' best suited for his product.

'The Friendly Invasion.' This 12-minute film in colour was made at the Brussels and Toronto British Weeks in the autumn of 1967. It explains how British Weeks can be the ideal way for consumer goods manufacturers to increase their sales in export markets.

'Call Export Intelligence.' A 30-minute film in colour describing the Government's services for exporters and how they can be used by firms to increase their exports. It shows the work of the Board of Trade's Export Services Branch, Regional Offices and the Commercial Departments of our Embassies, Consulates and High Commissions overseas. No actors were used for this film. All the officials, commercial officers and businessmen appearing in the various scenes shot in Britain and Denmark actually do the jobs shown in the film.

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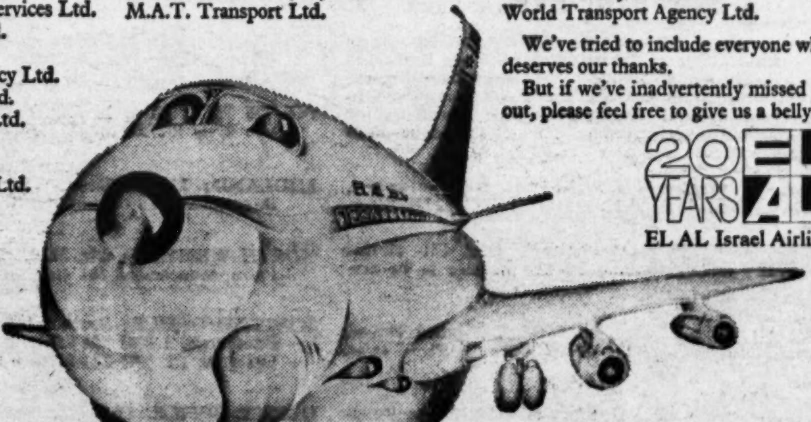

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Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in **news items, feature article material, photographs, tape recordings for** radio, films for television and other screening. Contact should be made with the nearest Regional Office:

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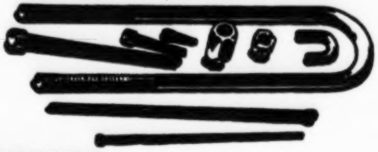

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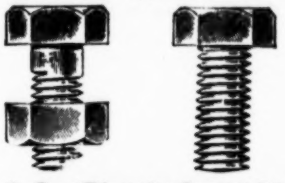

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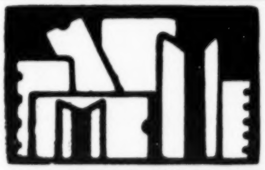

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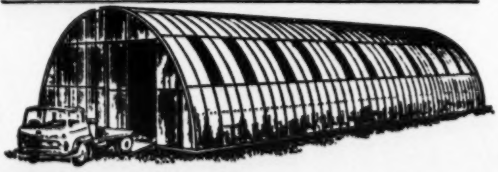

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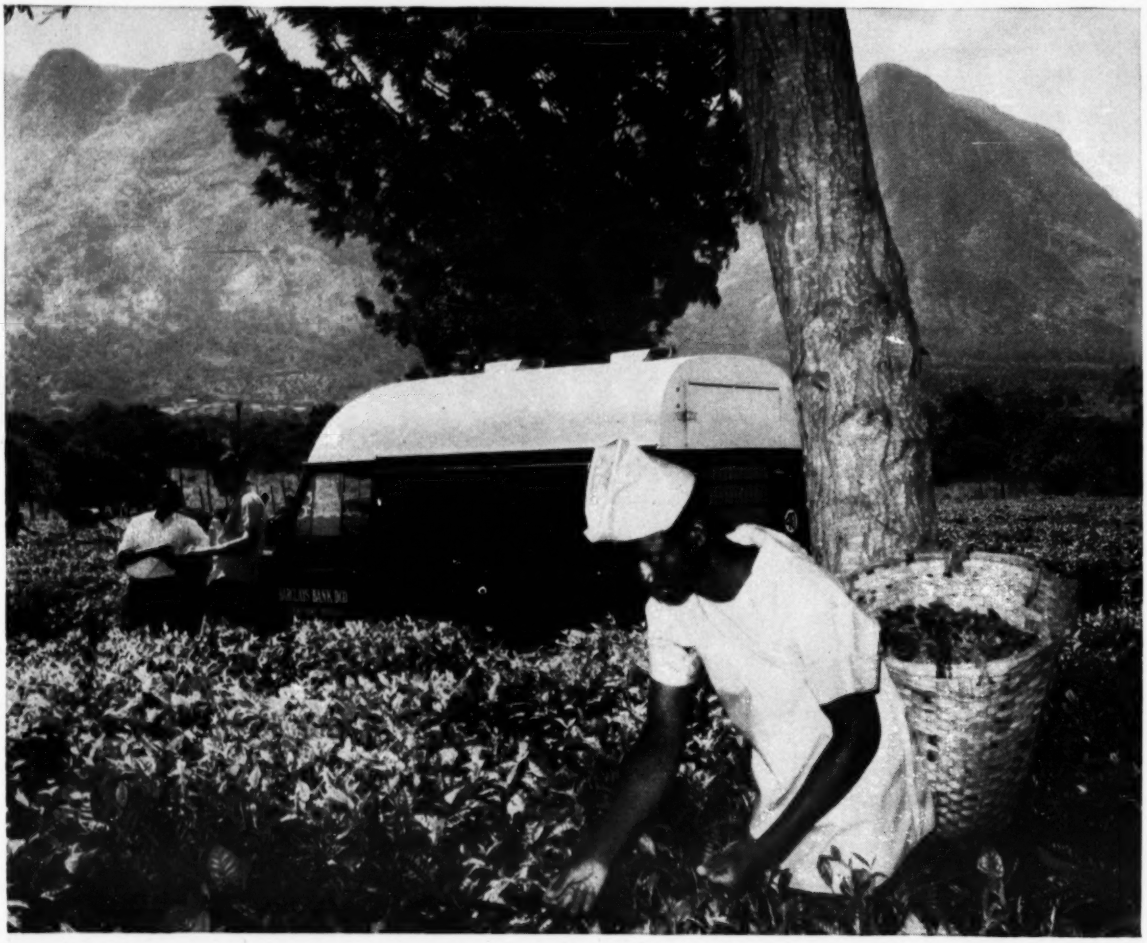

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